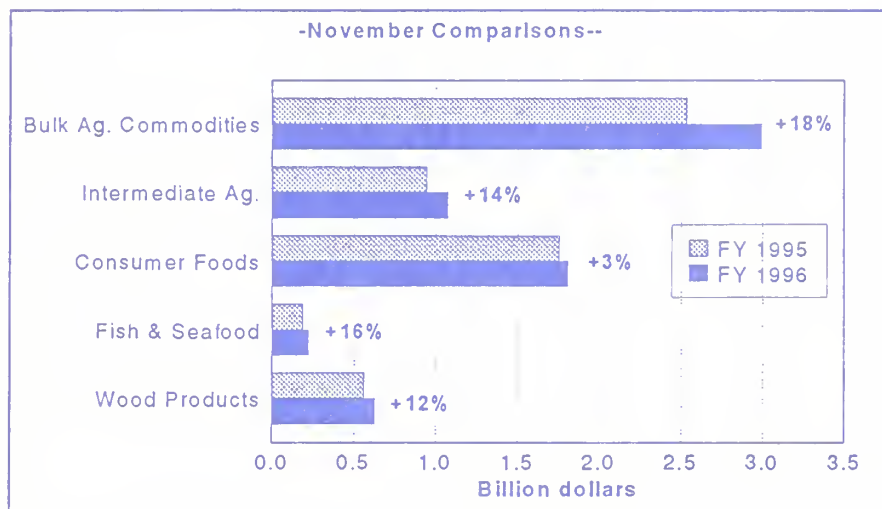


Historic, Archive Document

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Agricultural Trade Highlights

Exports Rise 12 Percent in November



November export statistics were released on January 17 by the Commerce Department. U.S. *agricultural exports* rose to \$5.9 billion in November, up 12 percent from the November 1995 level. Bulk commodities turned in a strong performance, and intermediate products and consumer foods also recorded increases.

For the first two months of fiscal 1997, U.S. exports of agricultural, fish, and forestry products totaled \$12.9 billion, up 7.5 percent from a year ago. All three agricultural sectors, fish and forest products are showing increases.

At \$3 billion in November, U.S. exports of *bulk commodities* rose 18 percent, a \$456 million increase over November 1995 levels. Large gains in the value of soybean and coarse grain exports more than offset declines for wheat and cotton. Bulk commodity exports totaled \$5.3 billion during the first two months of fiscal 1997, up 7 percent from the same period last year.

At \$1.1 billion in November, U.S. exports of *intermediate products* were up 14 percent (or \$130 million) from November

1995 levels. Export gains for soybean meal and oil, planting seeds, and sweeteners offset declines for live animals, animal fats, and vegetable oils other than soybean oil. Intermediate product exports totaled \$2 billion during the first two months of fiscal 1997, up 7 percent from the same period last year.

U.S. exports of *consumer-oriented products* totaled \$1.8 billion in November, up 3 percent (or \$53 million) from November 1995 levels. Although most of the 15 product groups registered modest gains, reduced exports of chilled and frozen red meats continued to slow sales growth for the overall category. November marked the sixth consecutive month of unusually slow red meat exports, largely due to reduced shipments to Japan. Consumer food exports totaled \$3.8 billion during the first two months of fiscal 1997, up 6 percent from the same period last year. Rapid growth for poultry meat exports continued with October-November sales reaching \$525 million, up 29 percent over the same two months last year.

At \$228 million in November, U.S. *fish and seafood exports* rose 16 percent (or

\$32 million) from November 1995 levels. Export gains for crab and surimi more than offset losses for salmon (whole and canned), and roe and urchin. Fish exports totaled \$501 million during the first two months of fiscal 1997, up 11 percent from the same period last year.

At \$633 million in November, U.S. *forest product exports* were up 12 percent (or \$66 million) from November 1995 levels. Export gains for logs, lumber and further-manufactured products (e.g. doors and window frames) more than offset reduced panel product sales. Forest product exports totaled \$1.3 billion during the first two months of fiscal 1997, up 15 percent from the same period last year.

Editors Note: In 1997, the editors of the *Agricultural Trade Highlights* publication will be introducing some changes to better address the needs of the readership. One example is this combined December 1996 / January 1997 issue which summarizes in graphical form export trends of major product categories based on BICO data. Subscribers will continue to receive the same number of issues called for in a subscription but over a longer period of time. Future issues will also include international food basket price surveys, articles on transportation and expanded consumer food trade data coverage.

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U.S. Agricultural Exports:

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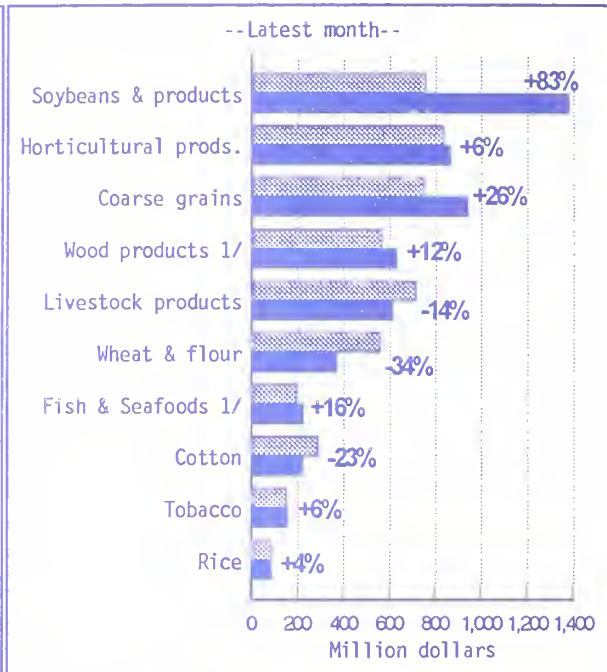
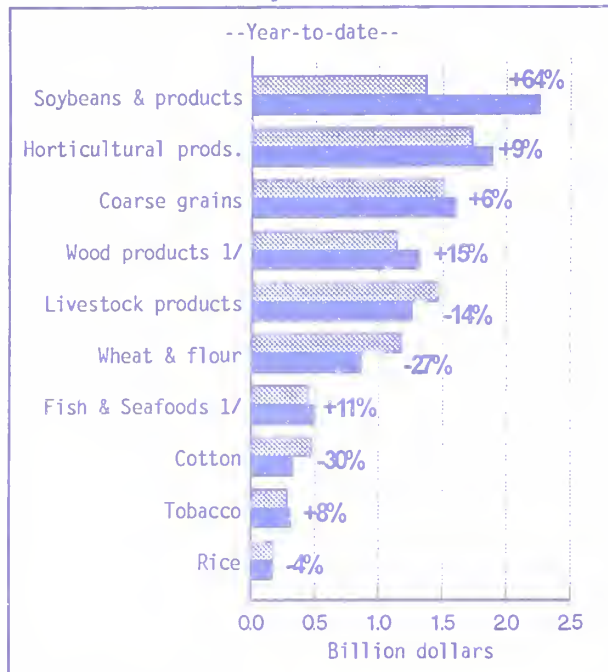
U.S. Agricultural, Fish, and Wood Export Summaries

October-November and Latest Month Comparisons

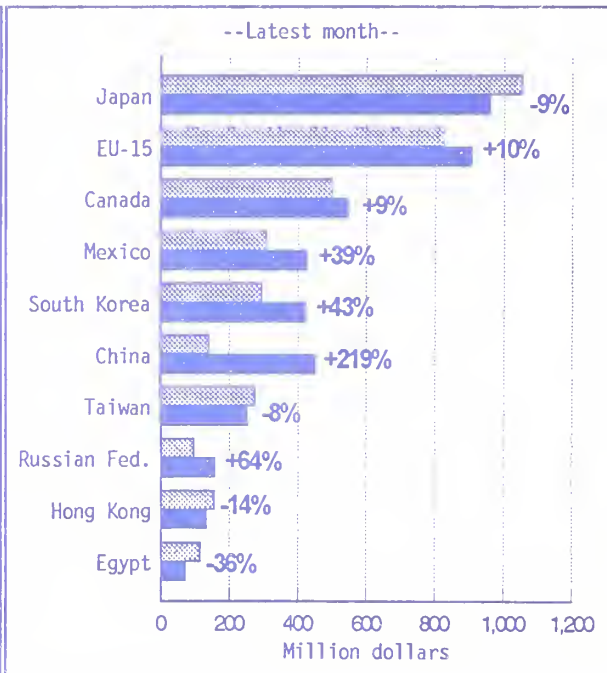
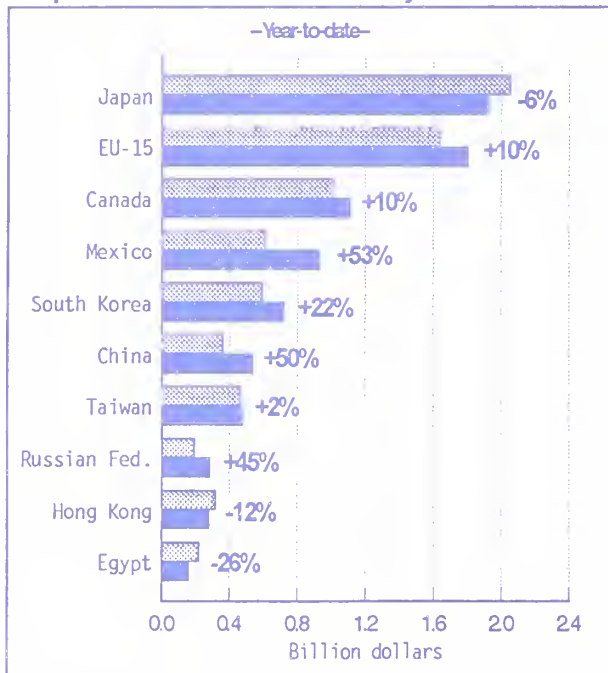
FY 95

FY 96

Product Summary



Top Ten Markets Summary



Note: Percentages are computed as the change from a year ago.

1/ Not included in agricultural totals.

Annual Feature:

BICO Agricultural Trade Summary FY 1990 - 1996

This issue of Agricultural Trade Highlights introduces a new annual feature: *BICO Agricultural Trade Summary*. This is a graphic year end review of U.S. agricultural exports by major product categories which is based on the fiscal year BICO Report. Each BICO Product is presented in two graphs. The first graph shows the export value of the product from fiscal year (FY) 1990 - 1996. The second graph compares export sales to each of the top five markets in FY 1995 and 1996. In some cases, exports to the largest market are beyond the scale of the graph. This is indicated with a double slash mark through the bars and a box over the bars with the actual dollar amount exported. The percentages shown are the percentage change in dollar value exports between 1995 and 1996. An asterisk * indicates the highest export levels since at least FY 1970.

FY 1996 Trade Summary

U.S. agricultural exports reached a record \$59.8 billion in fiscal year 1996 and a record \$69.7 billion when exports of fish and forest products are included. Driving the record growth was a sharp rise in bulk commodity exports, particularly wheat, coarse grains and soy beans, and continued strong growth in sales

of consumer foods. Red meats and poultry led consumer food shipments in growth and value. Thirteen out of sixteen consumer food categories set export sales records in FY 1996.

Bulk commodities reached a seven year high of \$29 billion, up 18 percent over FY 1995, while intermediate products fell four percent from the record \$11.5 billion in shipments in FY 1995 to \$10.95 billion in FY 1996. Consumer food sales set an annual record for the tenth year in a row by rising seven percent to \$20 billion in FY 1996. Forest product shipments fell from the record \$7.3 billion set in FY 1995 to \$7.1 billion in FY 1996, a four percent drop. Fish and seafood products declined ten percent to \$2.9 billion in FY 1996.

The BICO Report is available in its entirety in the FAS Home Page under Trade Data and Analysis. (<http://www.fas.usda.gov>).

Definition of BICO Subcategories

The five major product category groups in the BICO Report are defined as:

Bulk commodities are those that are free from processing. In the past many of these products tended to be covered by U.S. price support programs. In addition to wheat, rice, coarse grains, soybeans, unmanufactured tobacco, cotton, peanuts and pulses, this category also includes a number of tropical products that are not produced in commercial volume in the United States such as coffee, cocoa beans, rubber, and tea.

Intermediate products are principally semi-processed products in the intermediate stage of the food chain, or not yet ready for final consumption or usage. Examples of intermediate products are wheat flour, soybean meal, soybean oil, feeds & fodders, live animals, hides and skins, animal fats, refined sugar, and beverage bases.

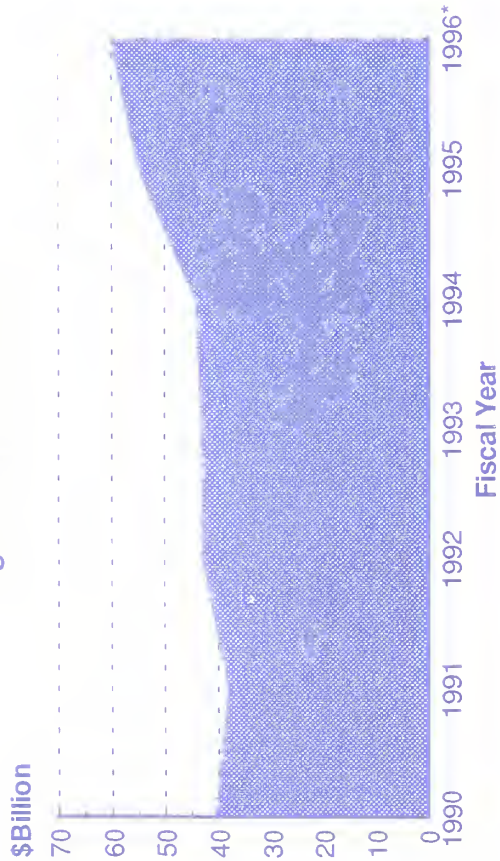
Consumer-oriented products or consumer foods are fundamentally end products that require little or no additional processing for final consumption. They are ready to eat or cook. Most consumer-oriented products are typical of the type of products commonly found in a U.S. supermarket. These products include fresh and processed horticultural products, fresh and processed meats, snack foods, pet foods, beer and wine, tree nuts, nursery products and cut flowers, and breakfast cereals.

Forest Products include logs, lumber, and panel products including plywood. It is not part of the official USDA definition of "agriculture" for export purposes.

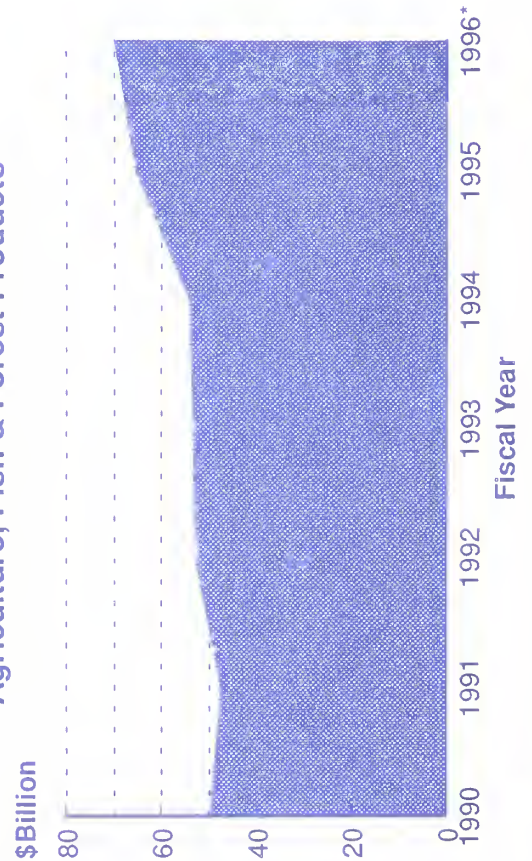
Fish & Seafood Products include all edible seafood products. It is divided into the major categories of whole or eviscerated salmon, canned salmon, crab and crabmeat, surimi (fish paste) and roe and urchin (fish eggs). It is not part of the official USDA definition of "agriculture" for export purposes.

FY 1996 BICO Agriculture Trade Summary

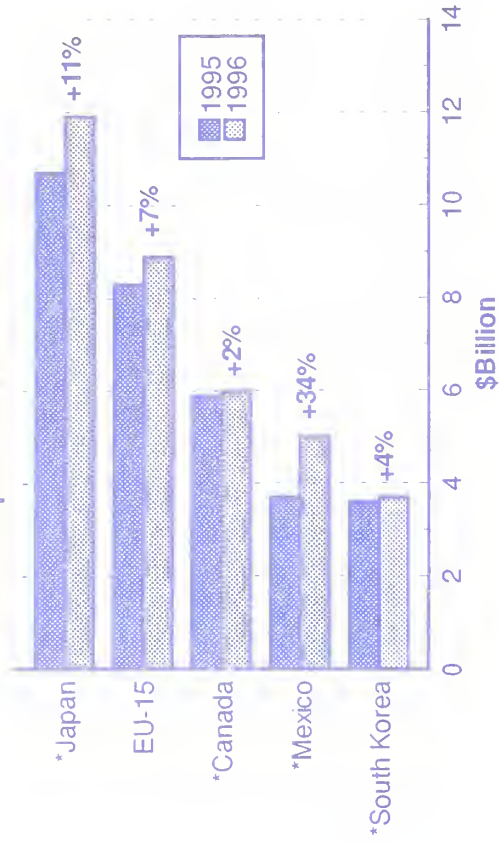
Agricultural Products



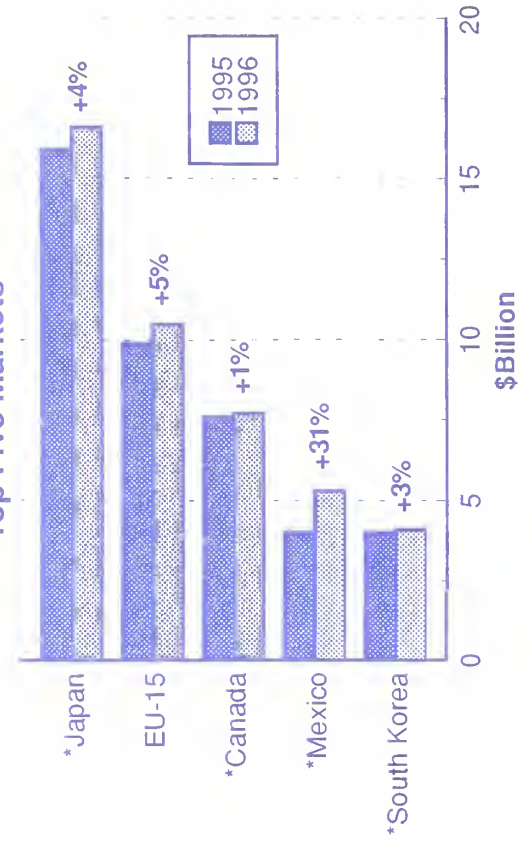
Agriculture, Fish & Forest Products



Top Five Markets



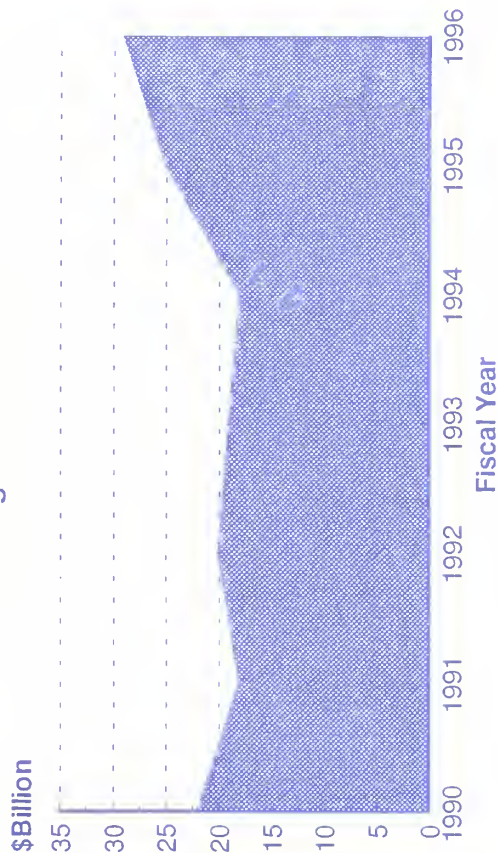
Top Five Markets



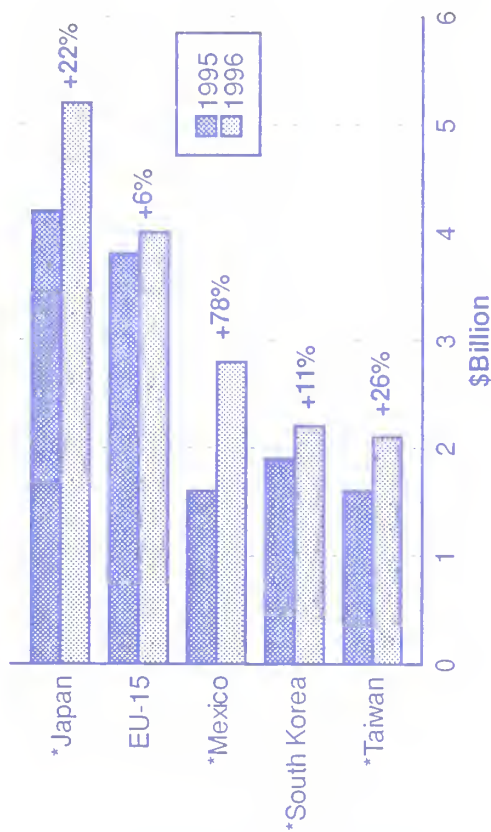
Notes: Percentages are computed as the change from 1995 to 1996. Countries are ranked from highest to lowest based on FY 1996 exports.

FY 1996 BICO Agriculture Trade Summary

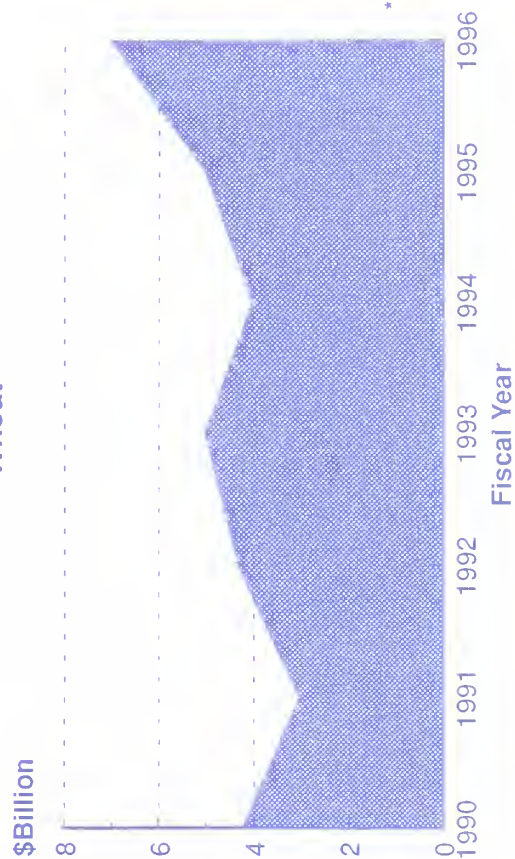
Bulk Agricultural Total



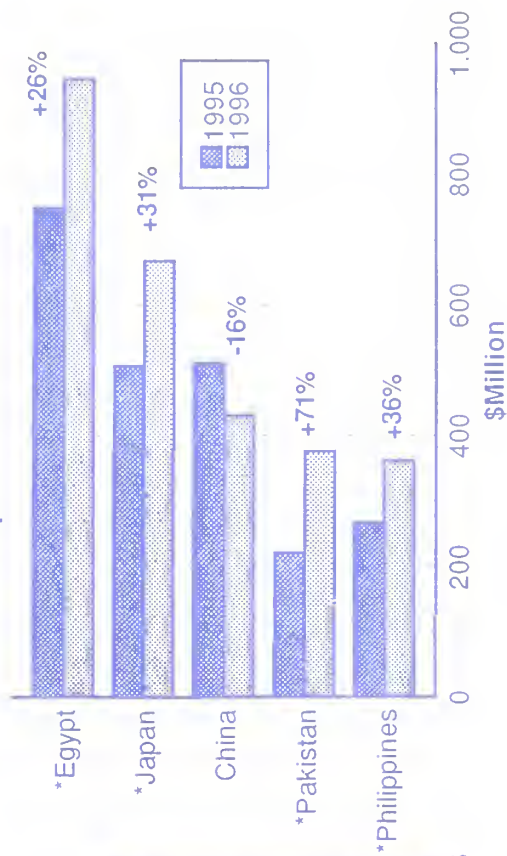
Top Five Markets



Wheat



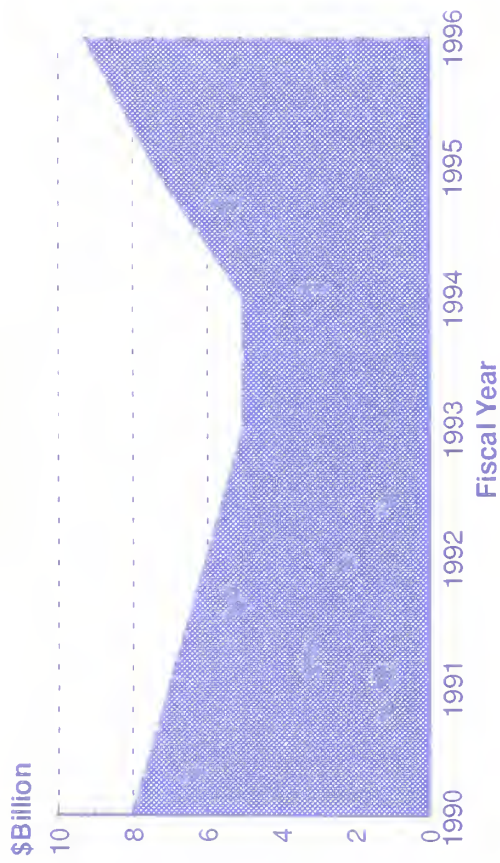
Top Five Markets



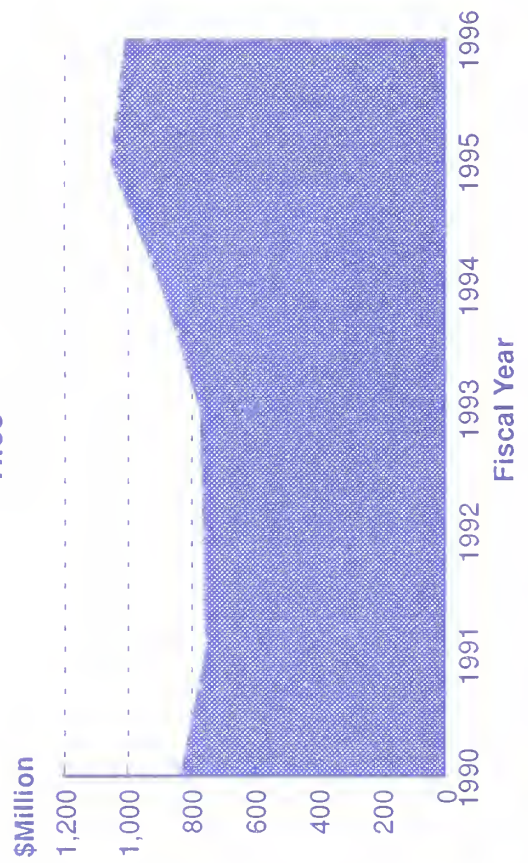
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FY 1996 BICO Agriculture Trade Summary

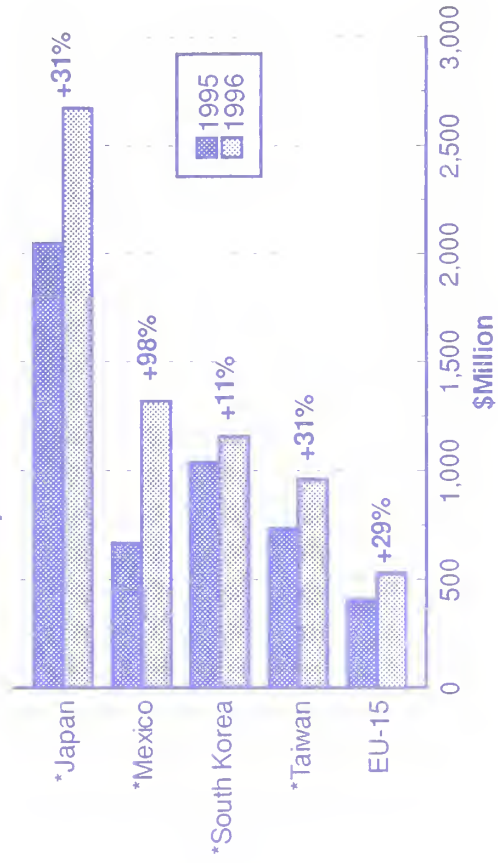
Coarse Grains



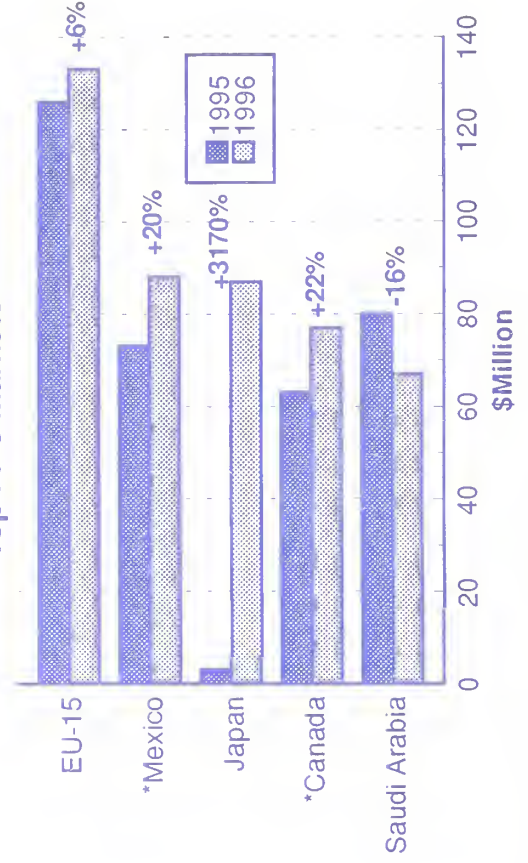
Rice



Top Five Markets



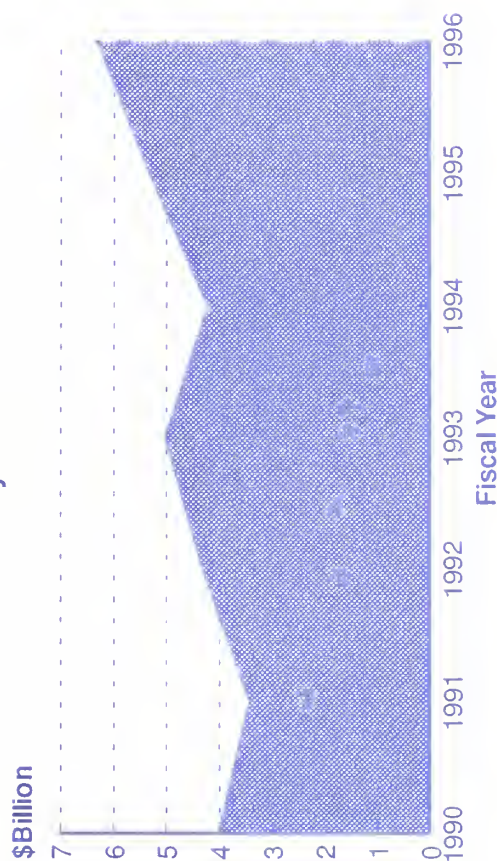
Top Five Markets



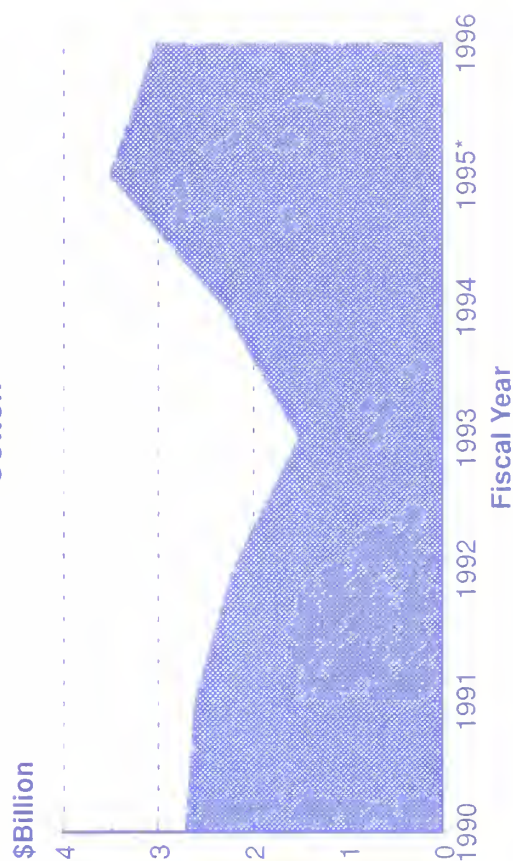
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FY 1996 BICO Agriculture Trade Summary

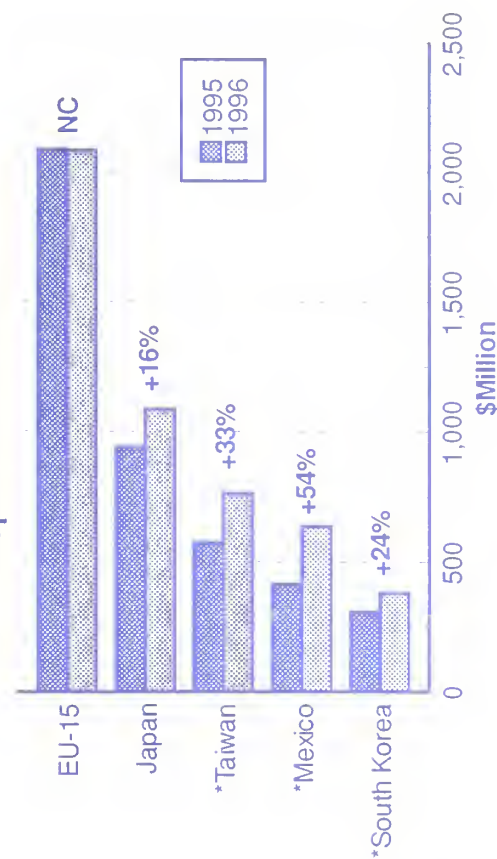
Soybeans



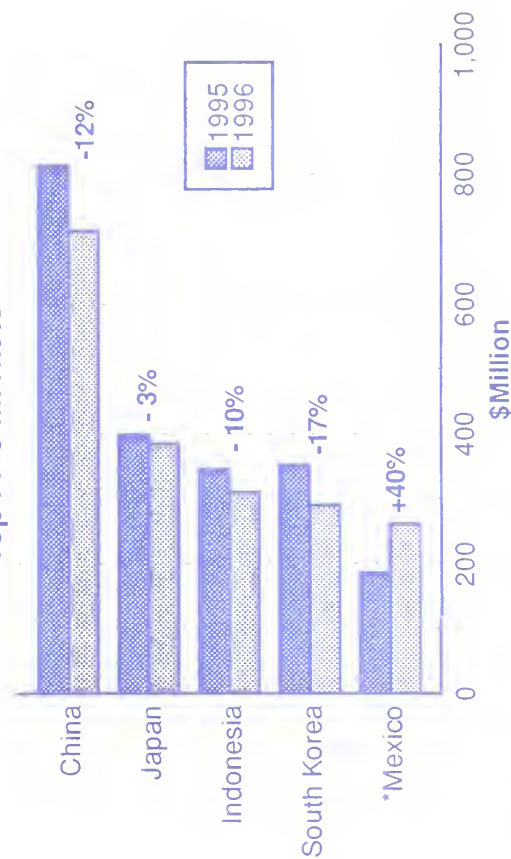
Cotton



Top Five Markets

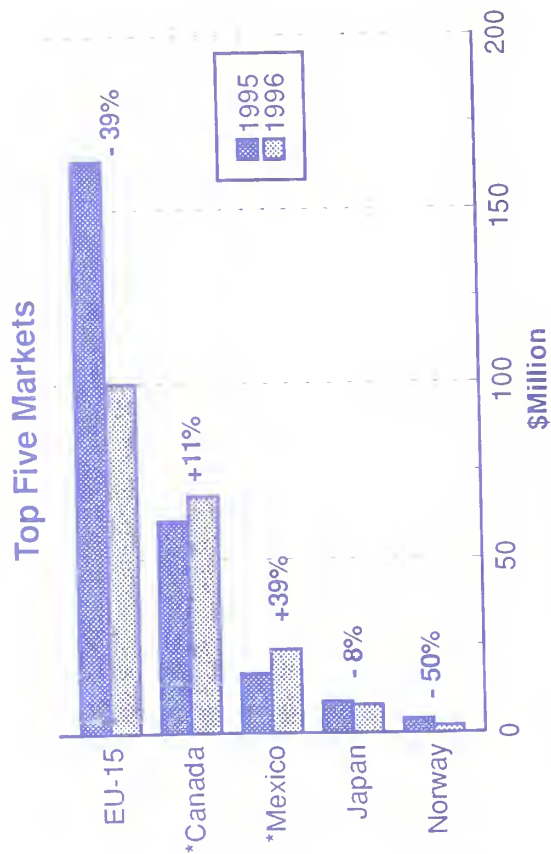
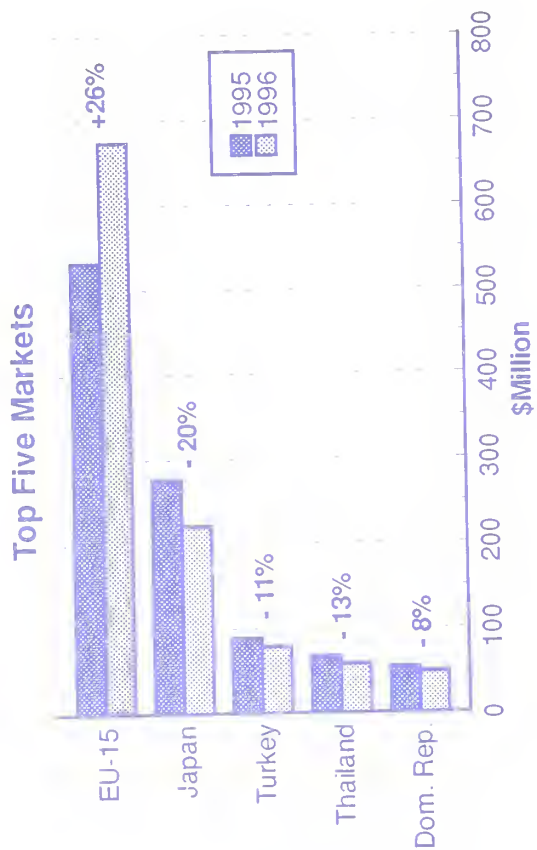
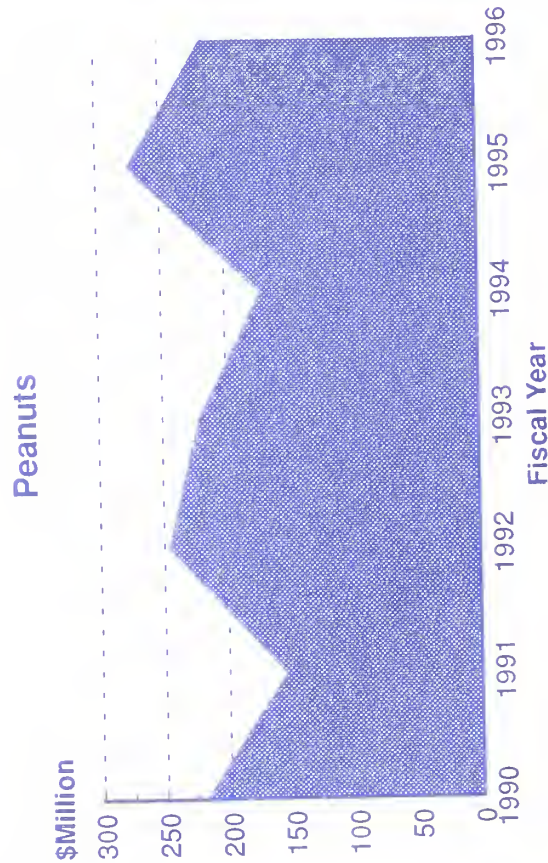
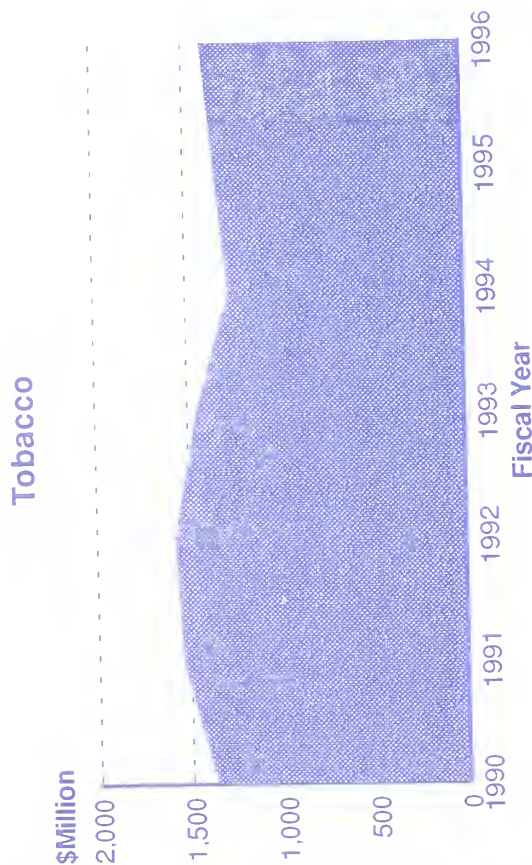


Top Five Markets



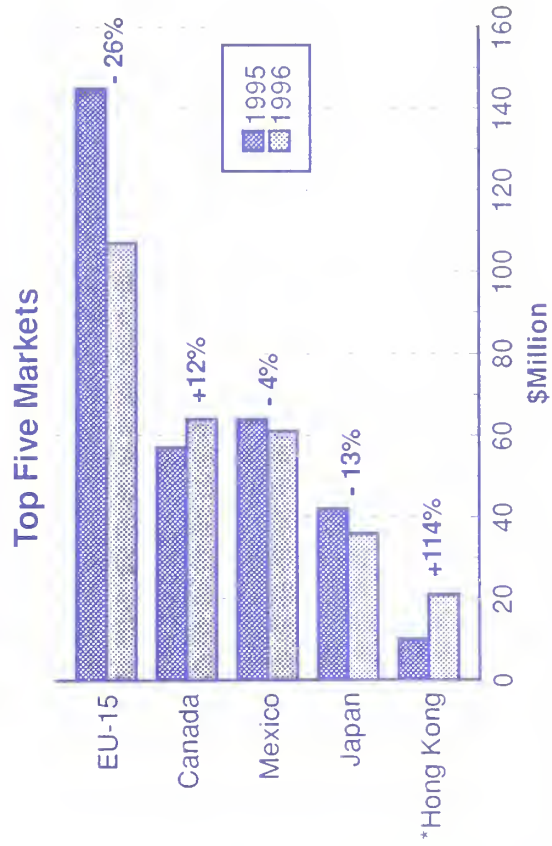
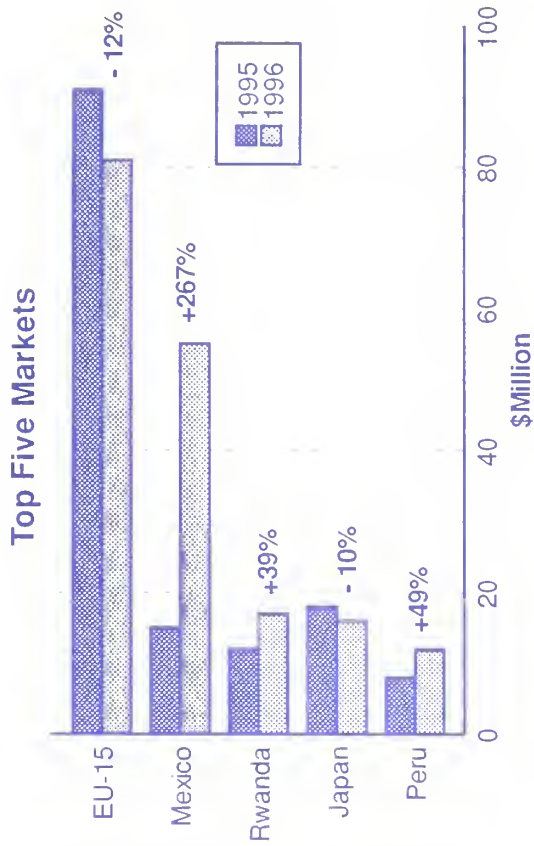
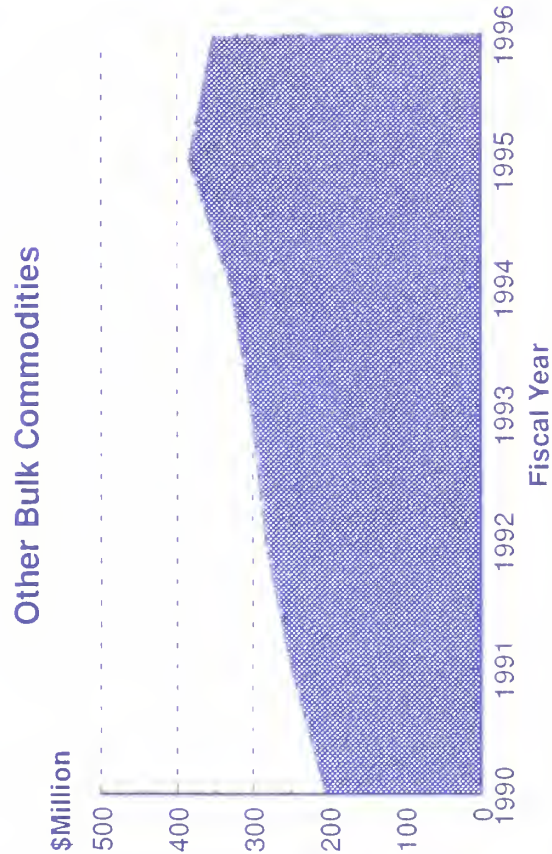
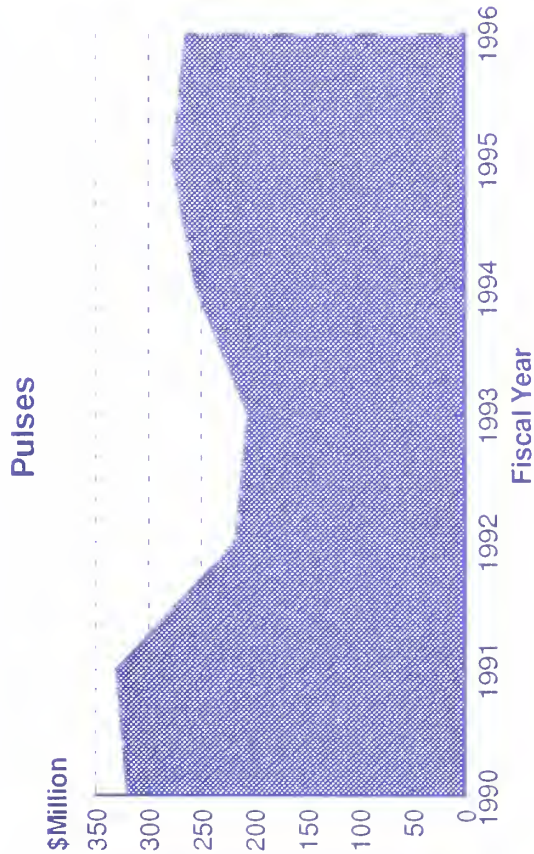
Notes: Percentages are computed as the change from 1995 to 1996. Countries are ranked from highest to lowest based on FY 1996 exports

FY 1996 BICO Agriculture Trade Summary



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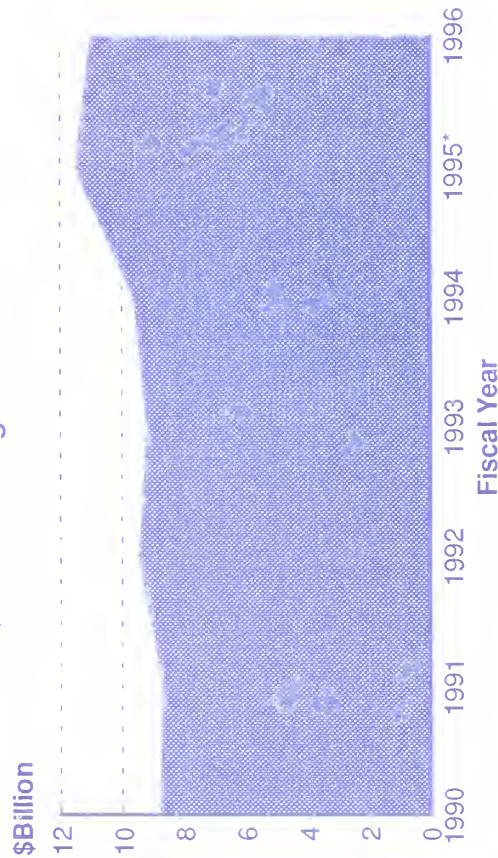
FY 1996 BICO Agriculture Trade Summary



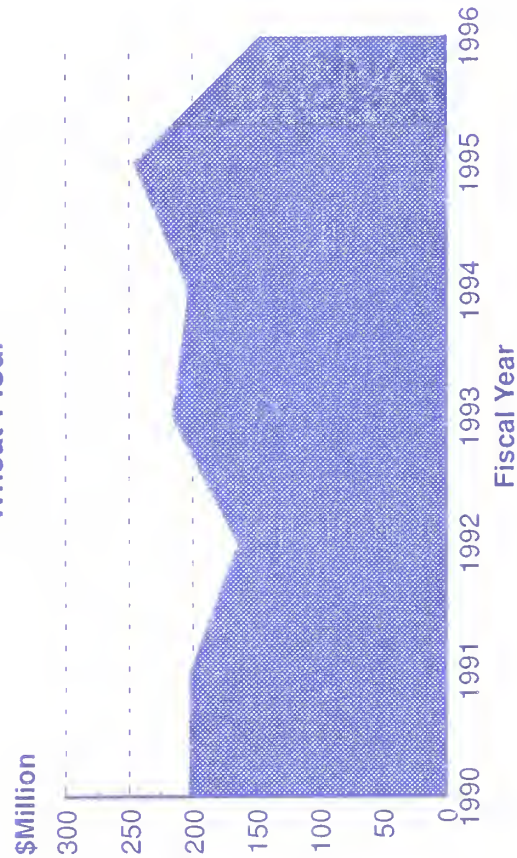
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FY 1996 BICO Agriculture Trade Summary

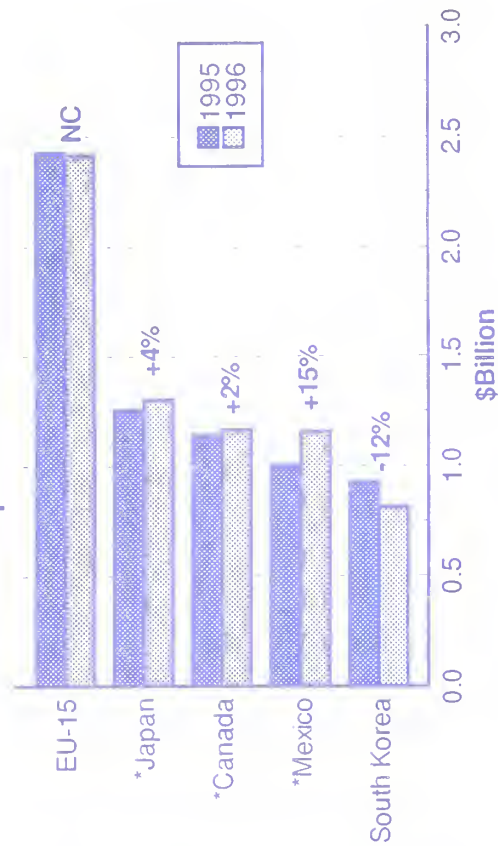
Intermediate Agricultural Total



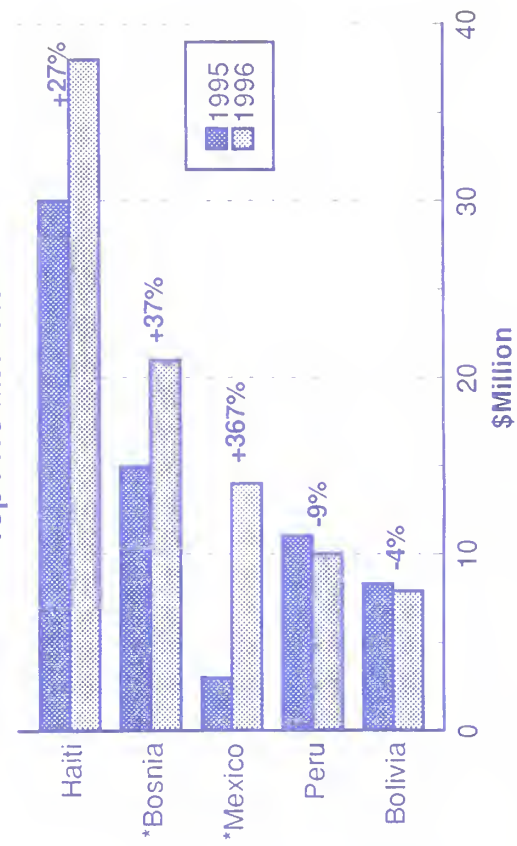
Wheat Flour



Top Five Markets

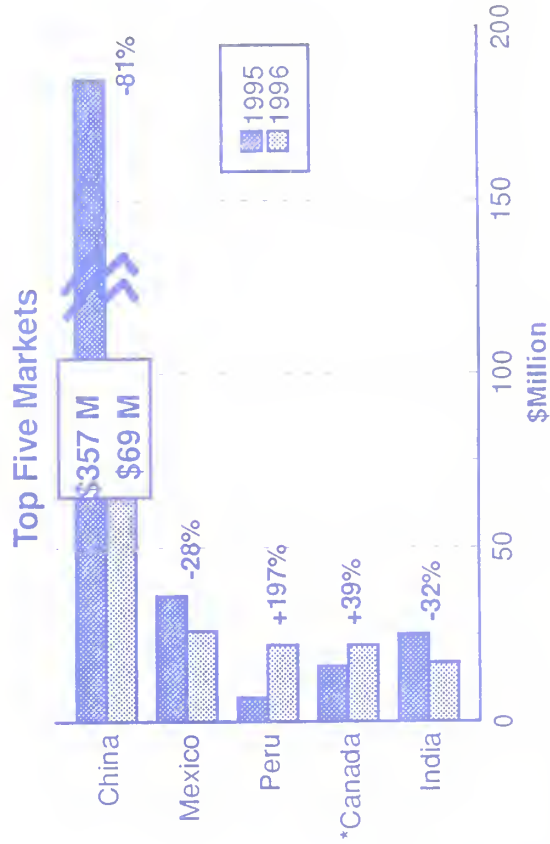
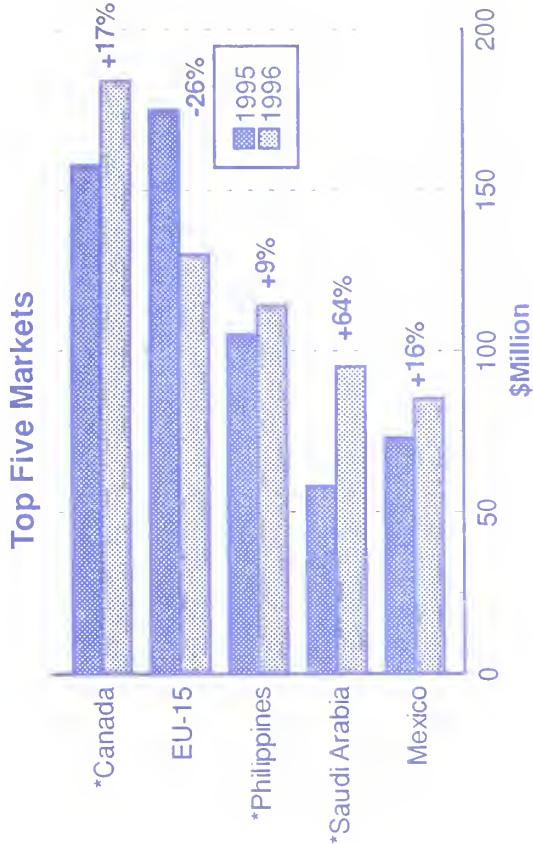


Top Five Markets



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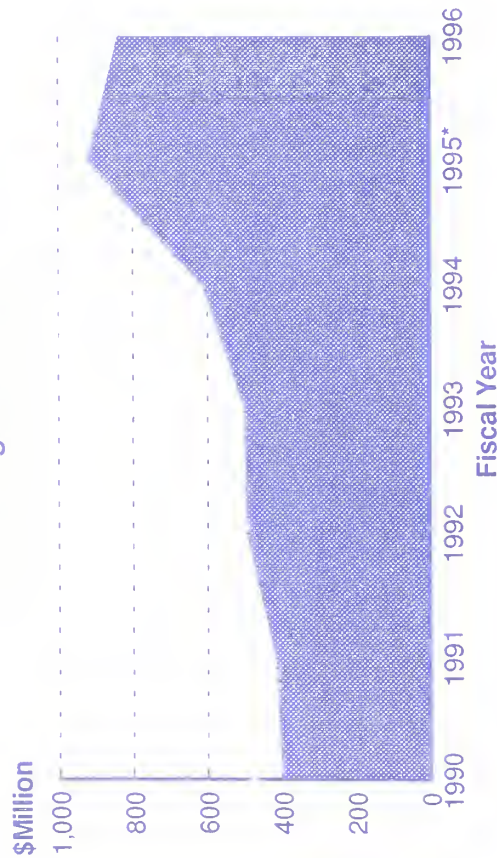
FY 1996 BICO Agriculture Trade Summary



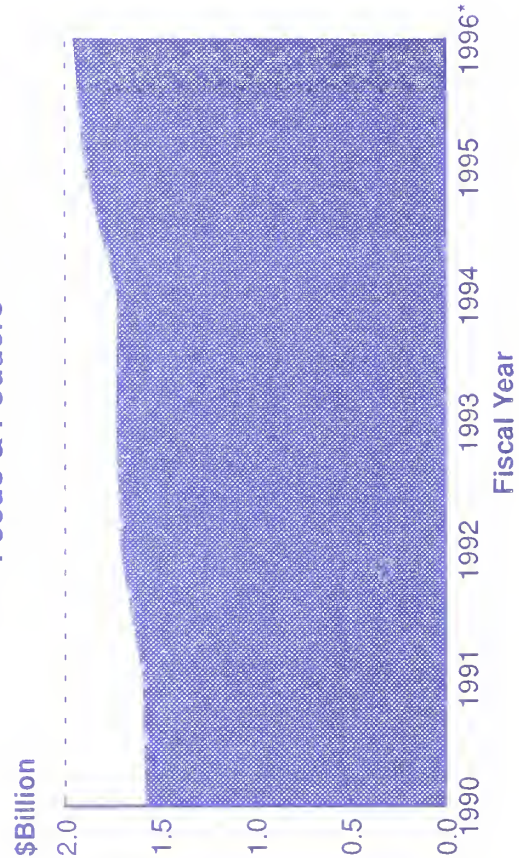
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FY 1996 BICO Agriculture Trade Summary

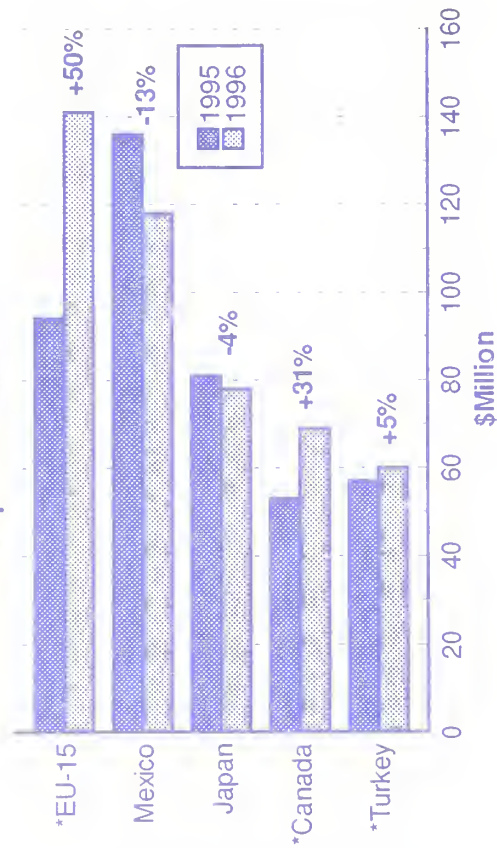
Other Vegetable Oils



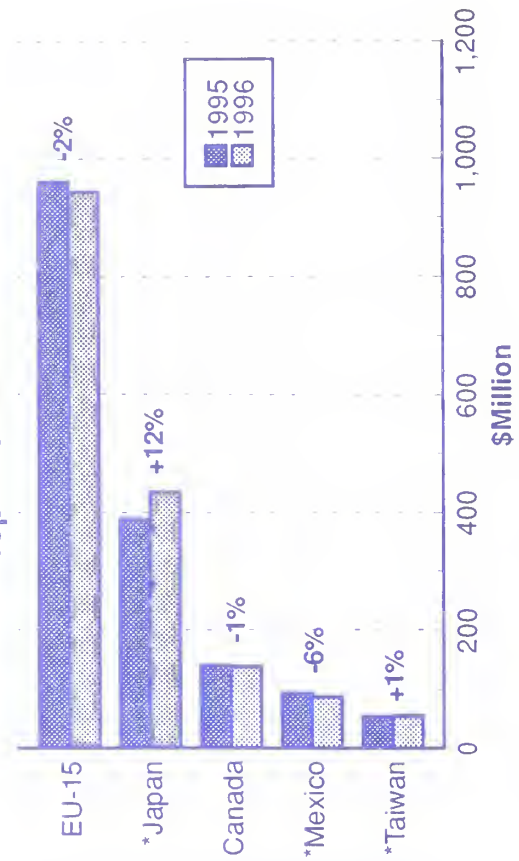
Feeds & Fodders



Top Five Markets

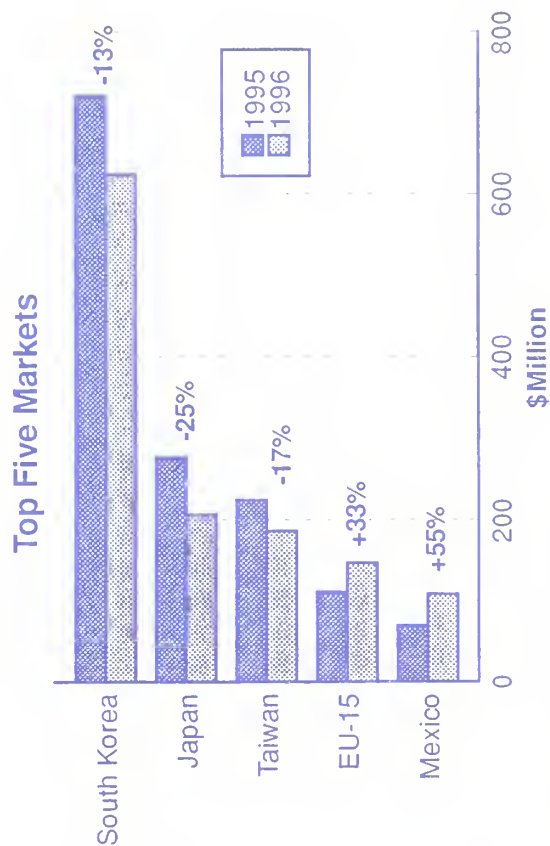
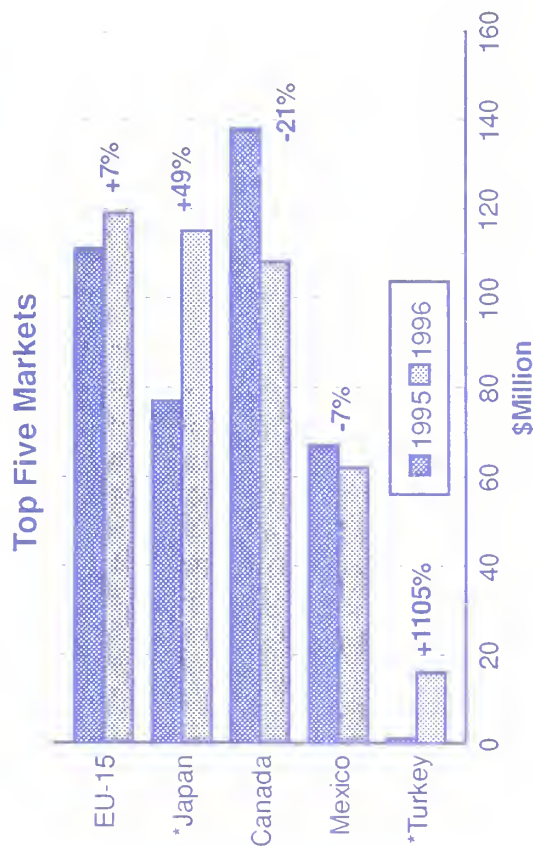
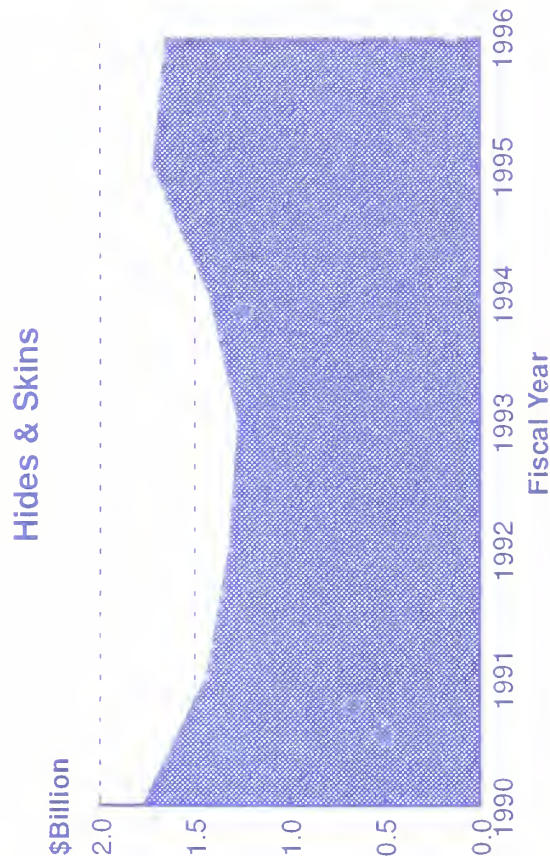
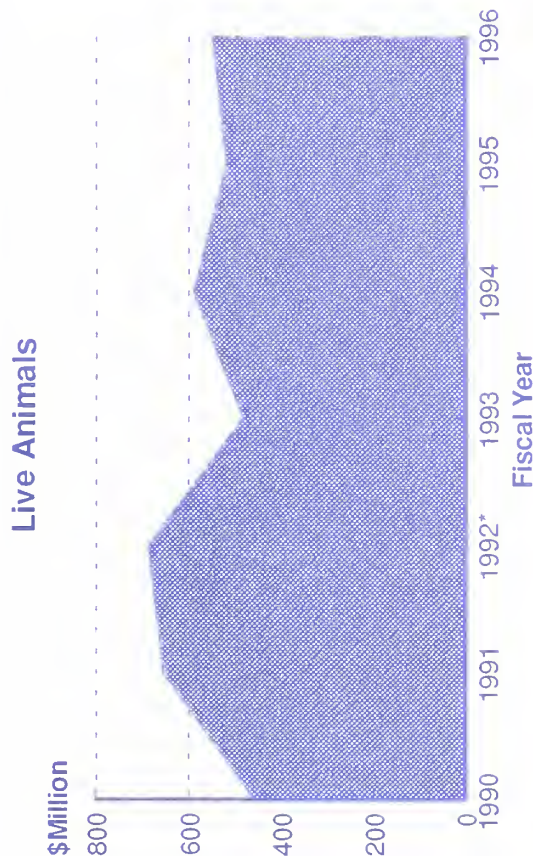


Top Five Markets



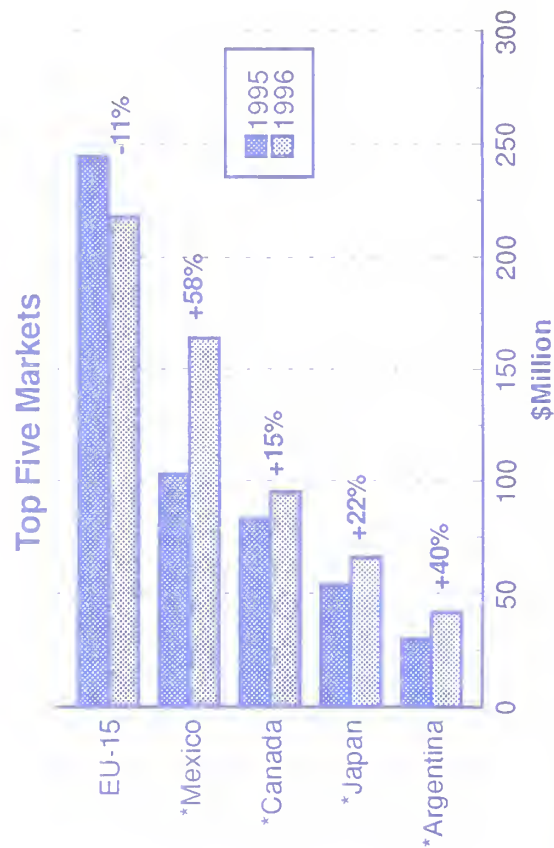
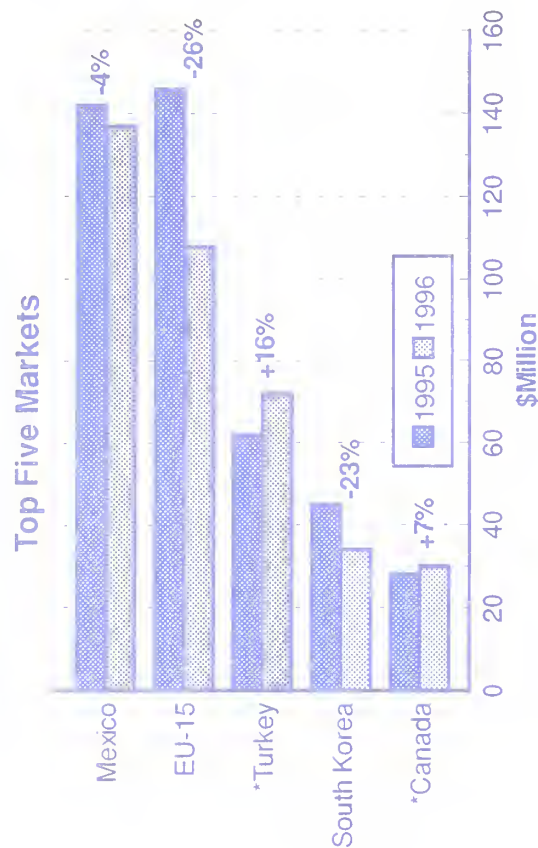
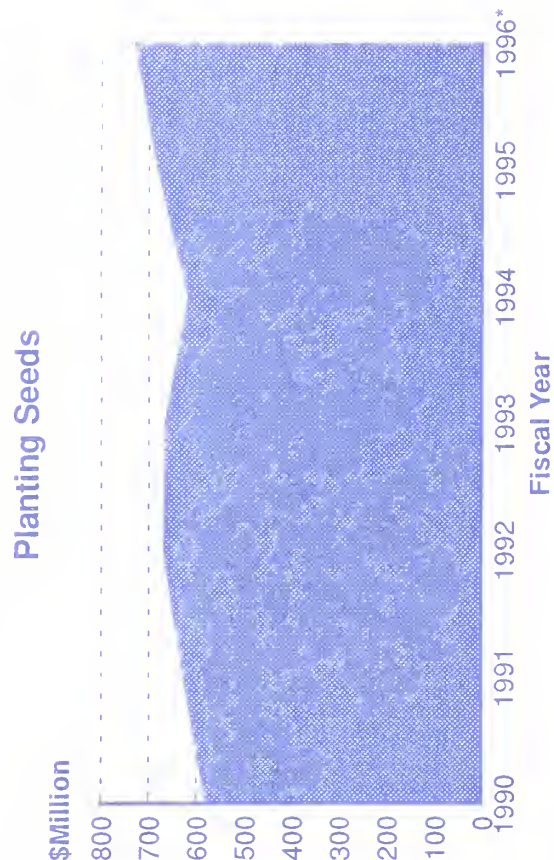
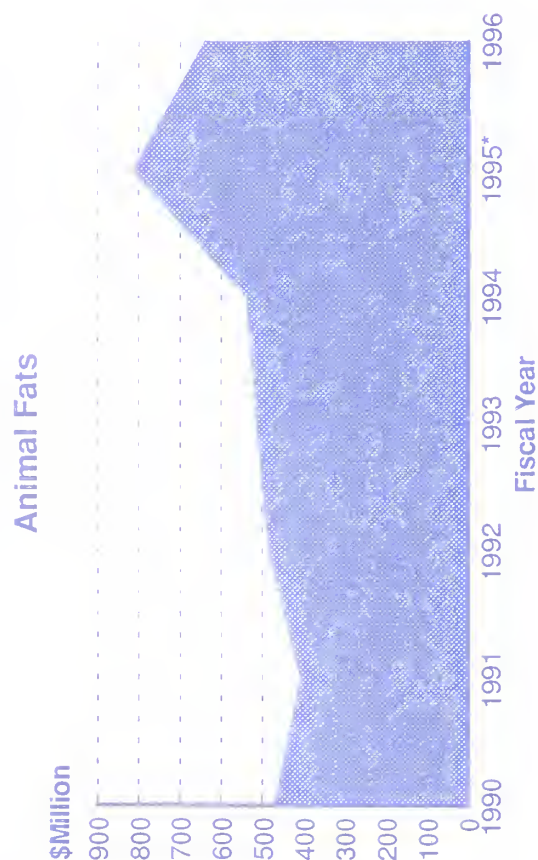
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FY 1996 BICO Agriculture Trade Summary



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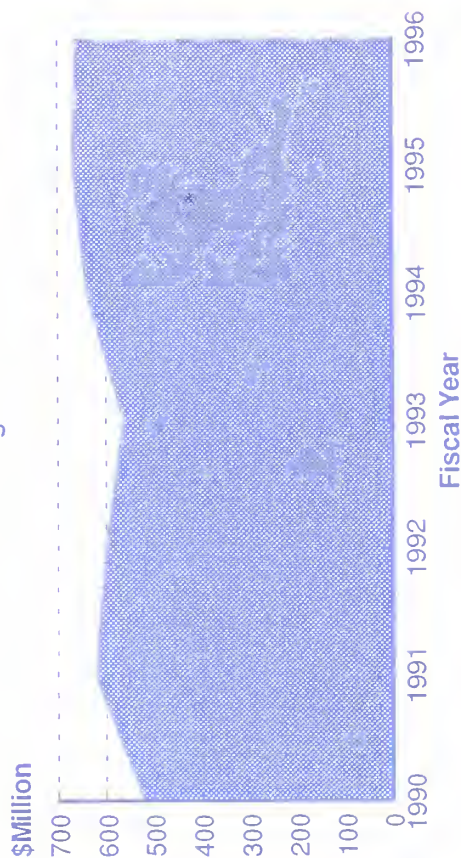
FY 1996 BICO Agriculture Trade Summary



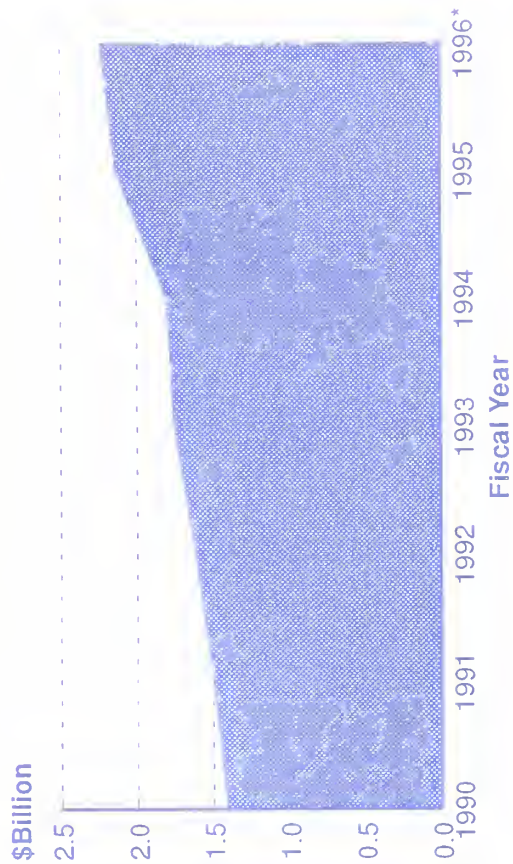
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FY 1996 BICO Agriculture Trade Summary

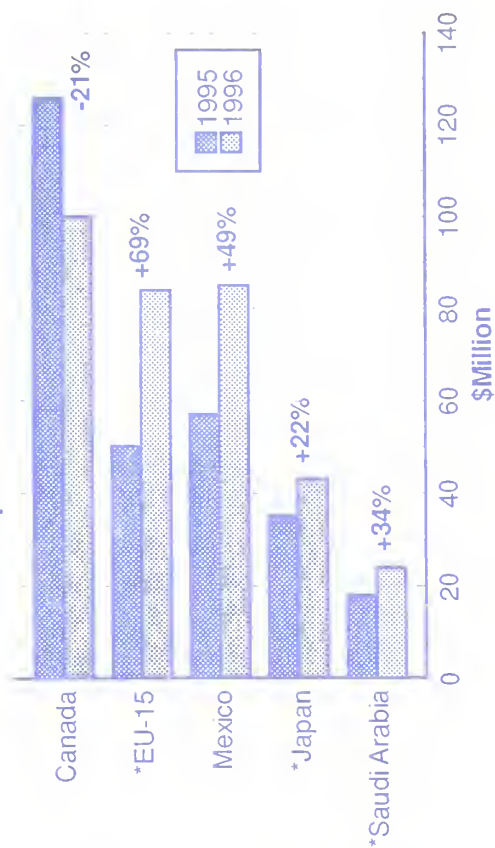
Sugars, Sweeteners & Beverage Bases



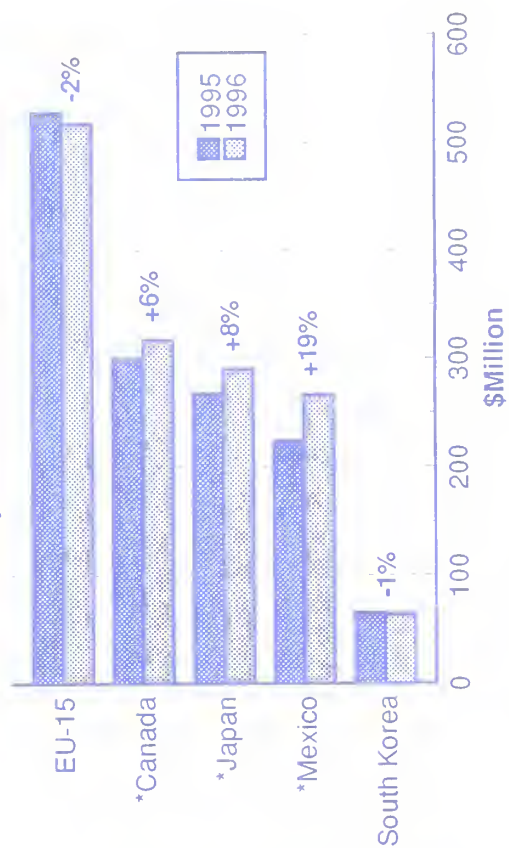
Other Intermediate Products



Top Five Markets



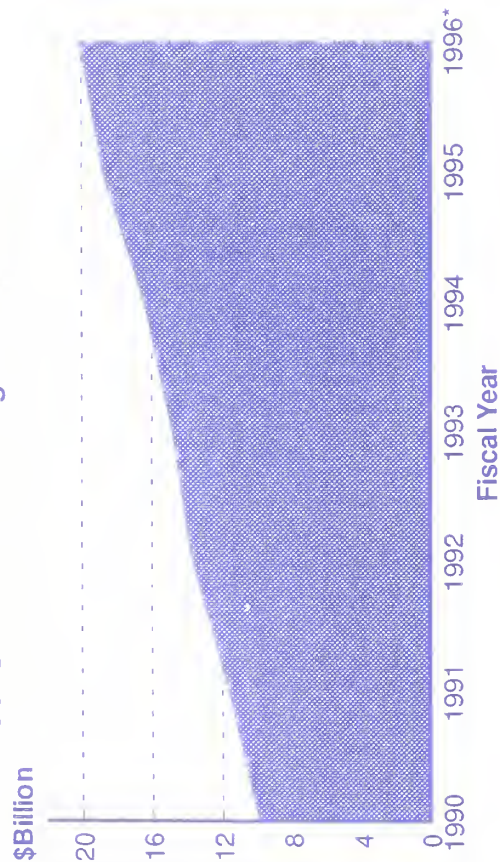
Top Five Markets



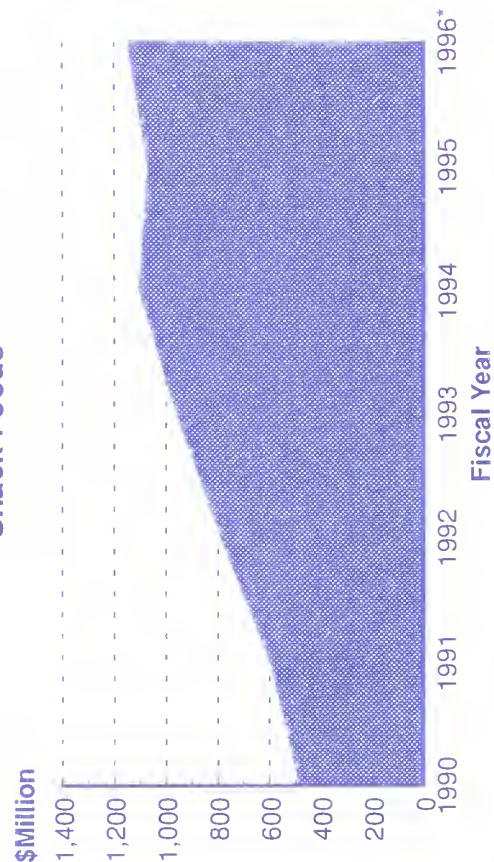
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FY 1996 BICO Agriculture Trade Summary

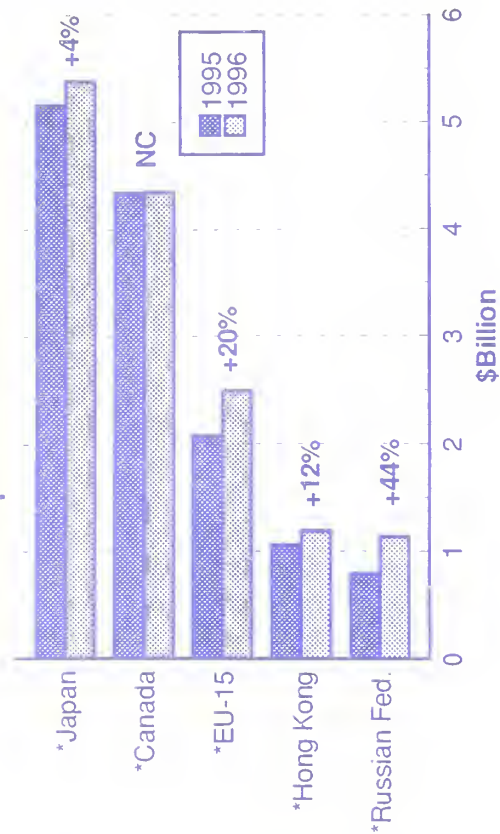
Consumer-Oriented Agricultural Total



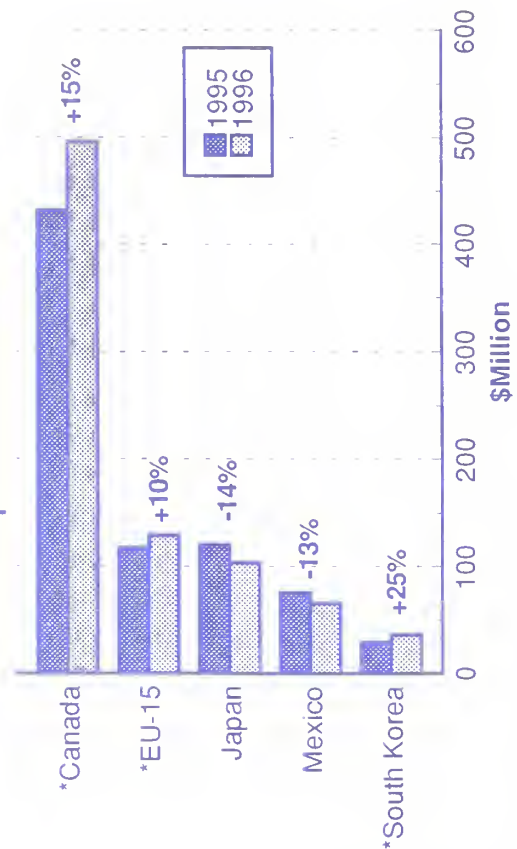
Snack Foods



Top Five Markets



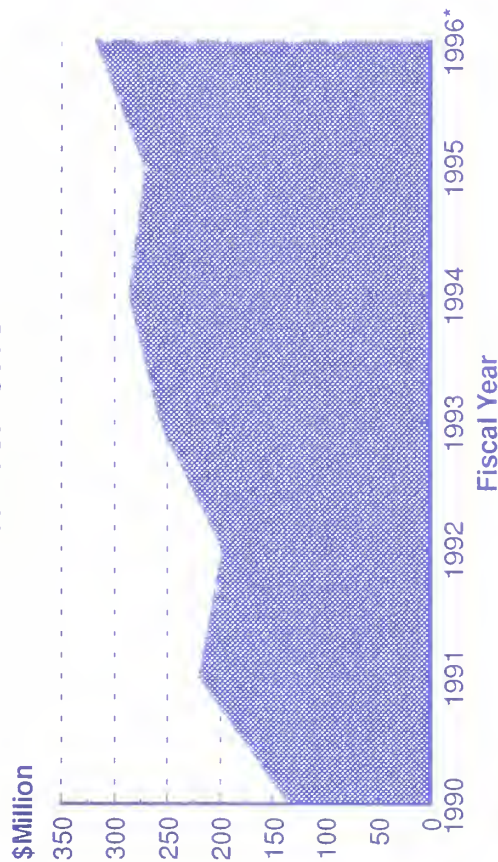
Top Five Markets



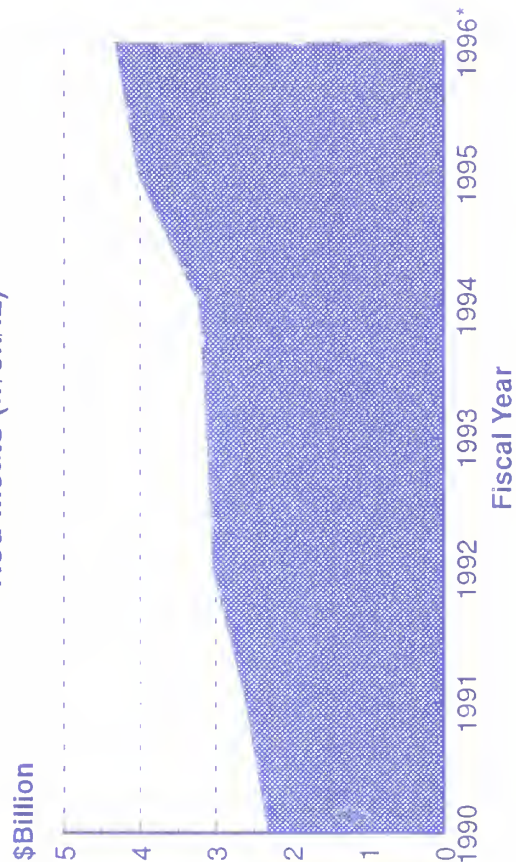
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FY 1996 BICO Agriculture Trade Summary

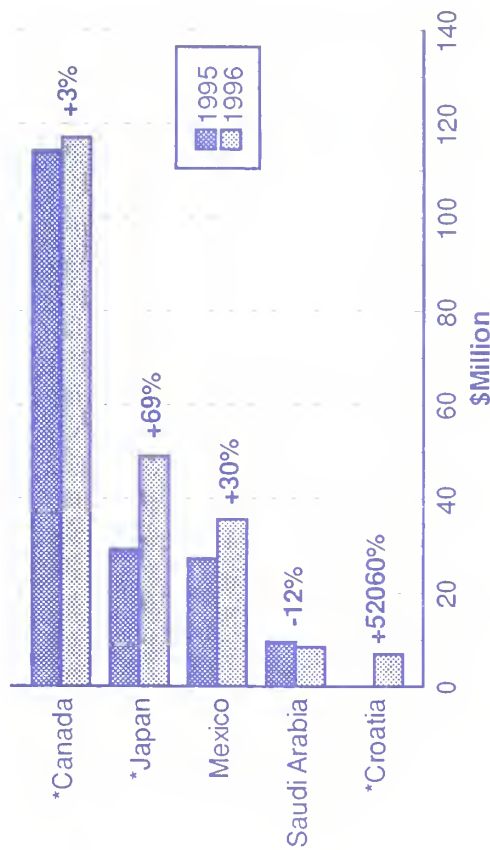
Breakfast Foods



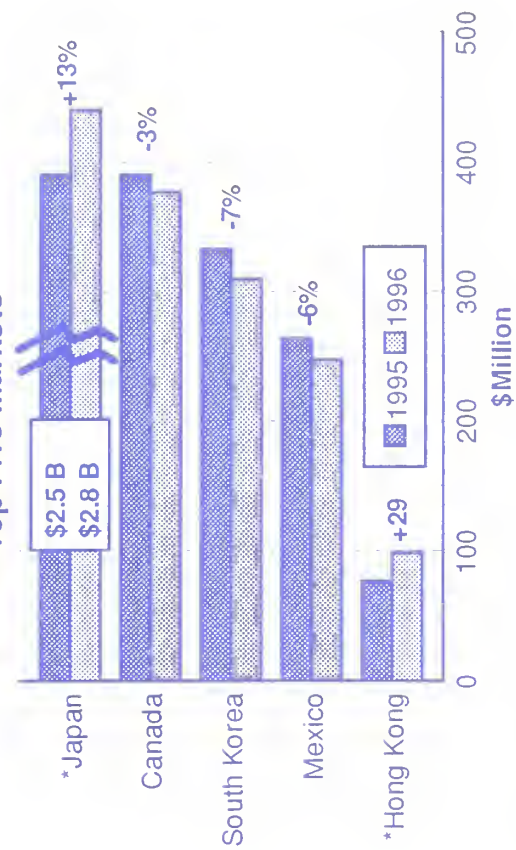
Red Meats (fr/ch/fz)



Top Five Markets



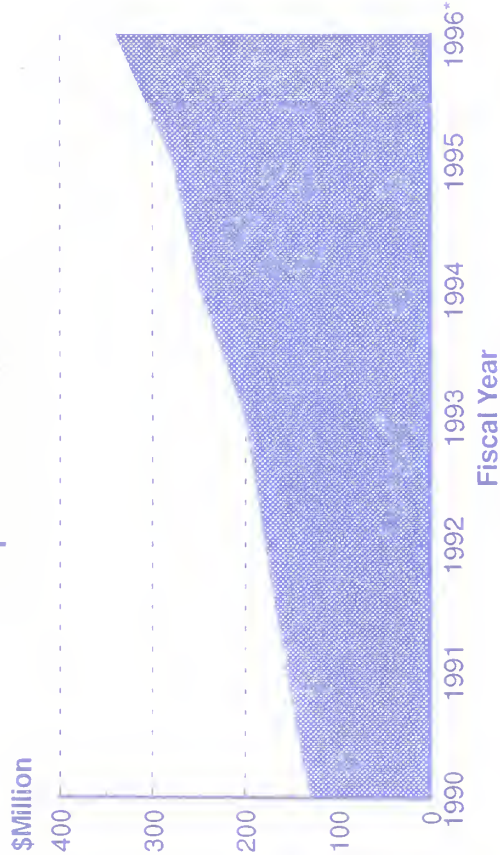
Top Five Markets



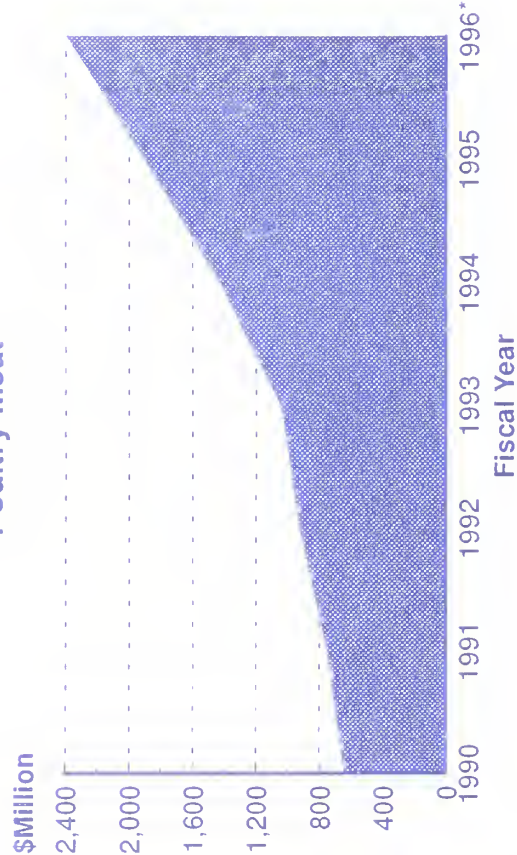
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FY 1996 BICO Agriculture Trade Summary

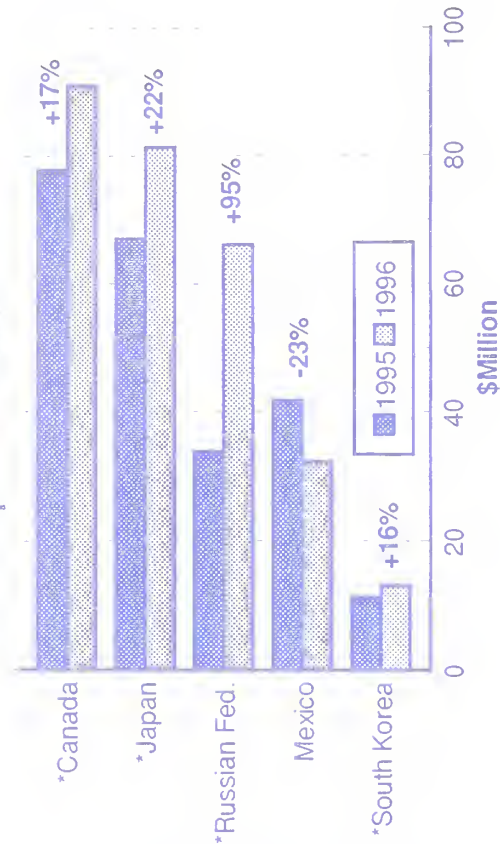
Prepared Red Meats



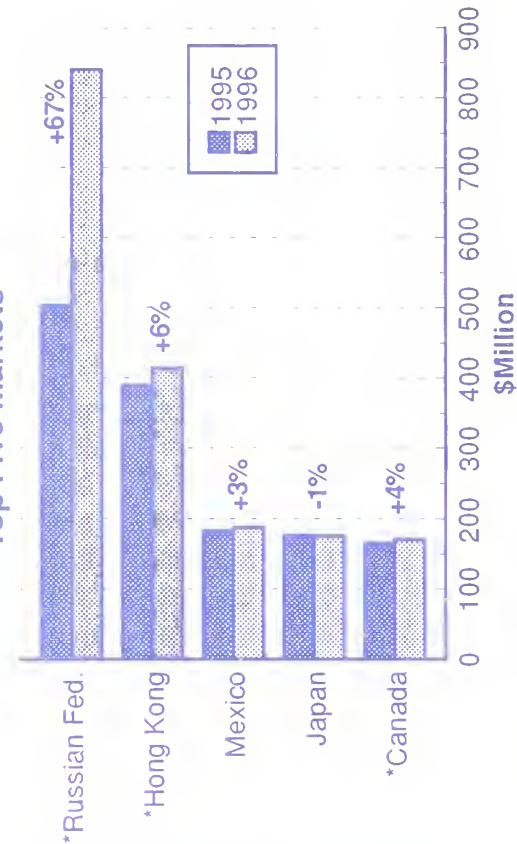
Poultry Meat



Top Five Markets



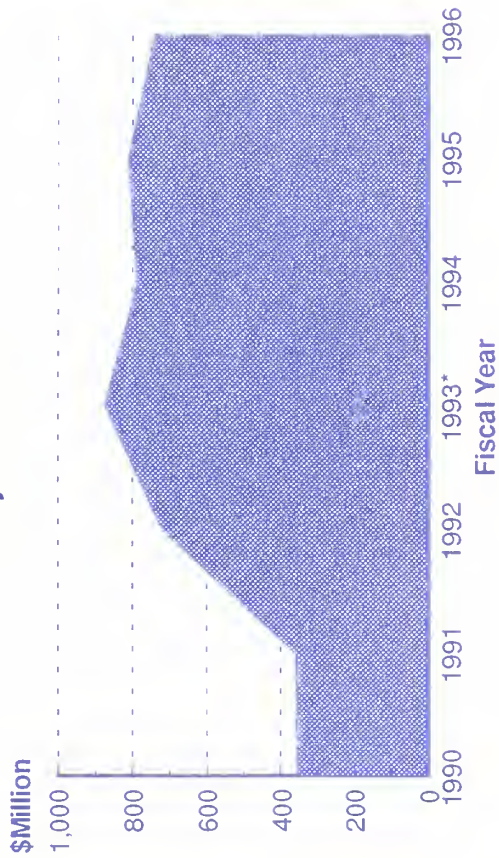
Top Five Markets



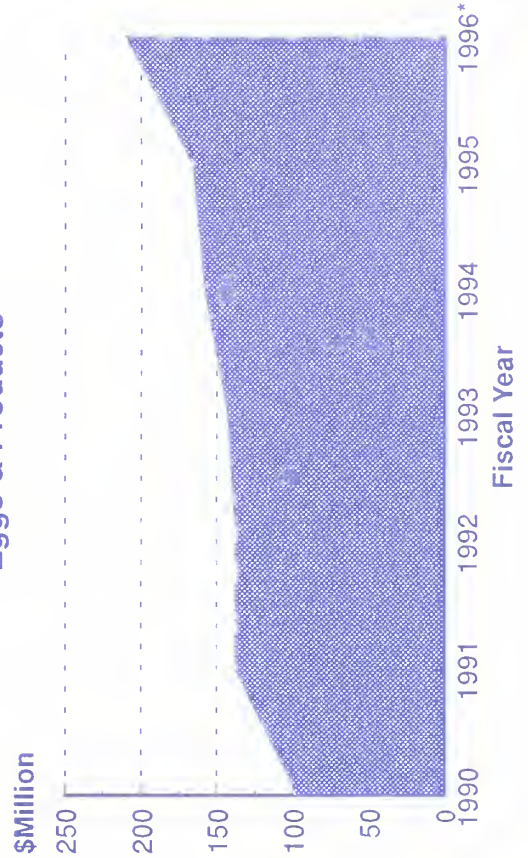
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FY 1996 BICO Agriculture Trade Summary

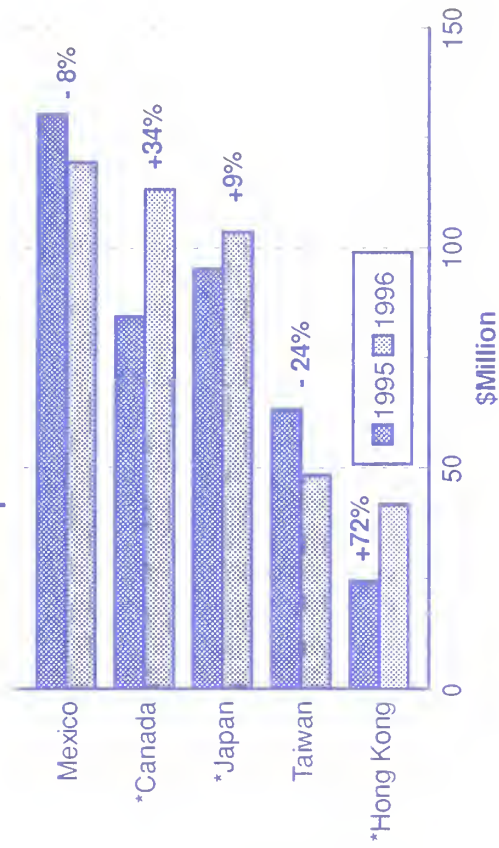
Dairy Products



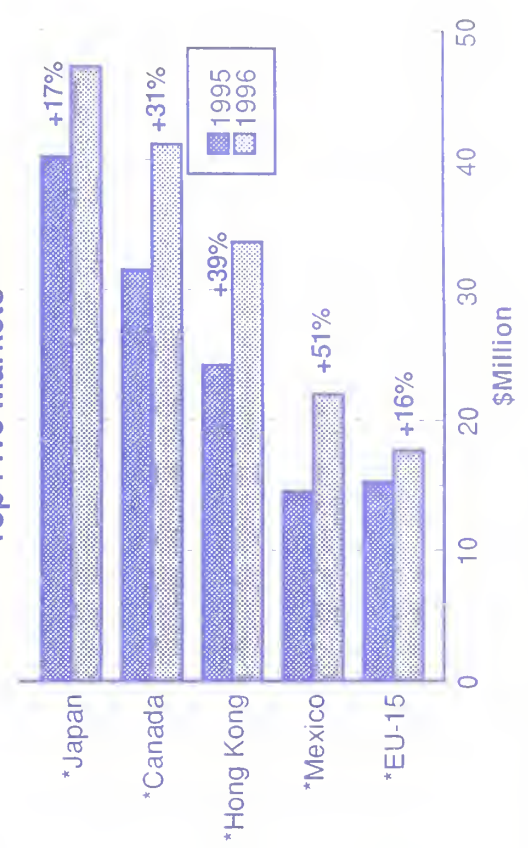
Eggs & Products



Top Five Markets

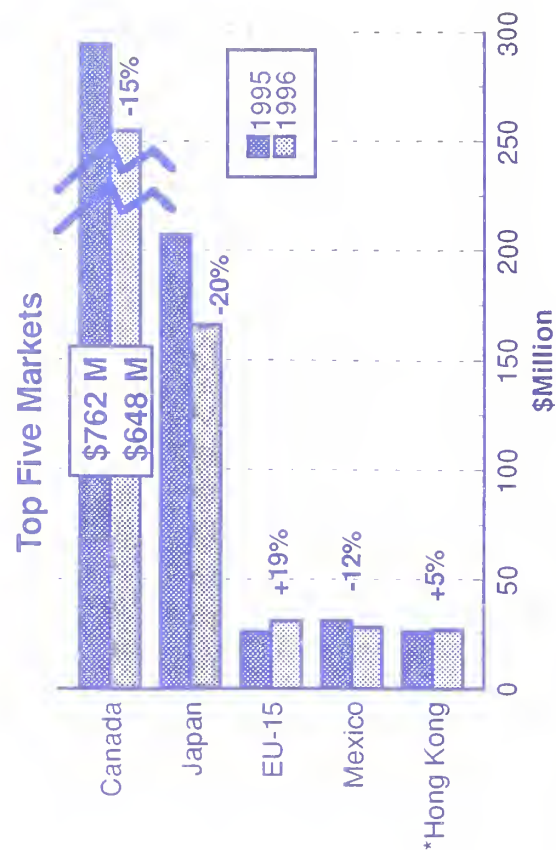
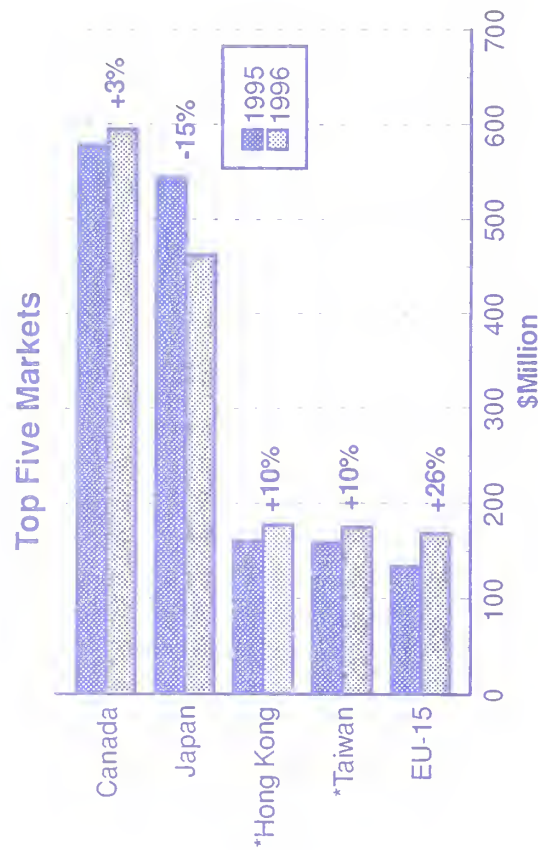
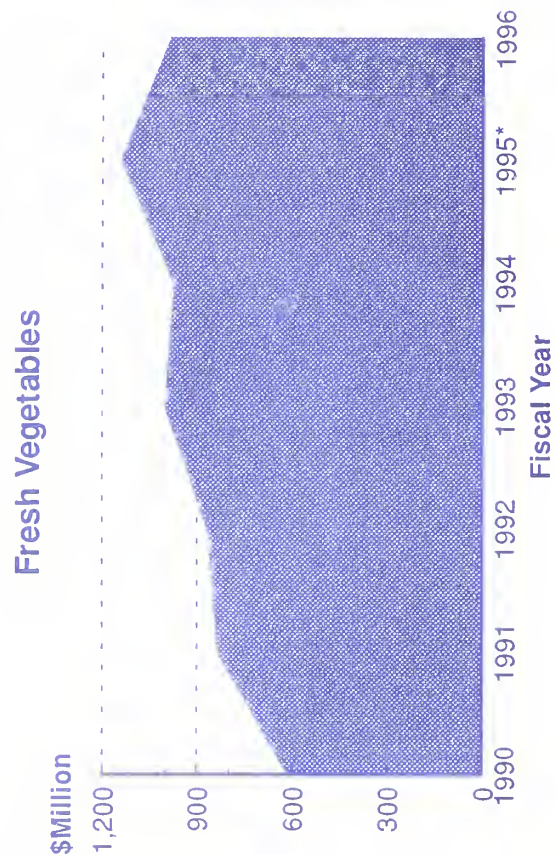
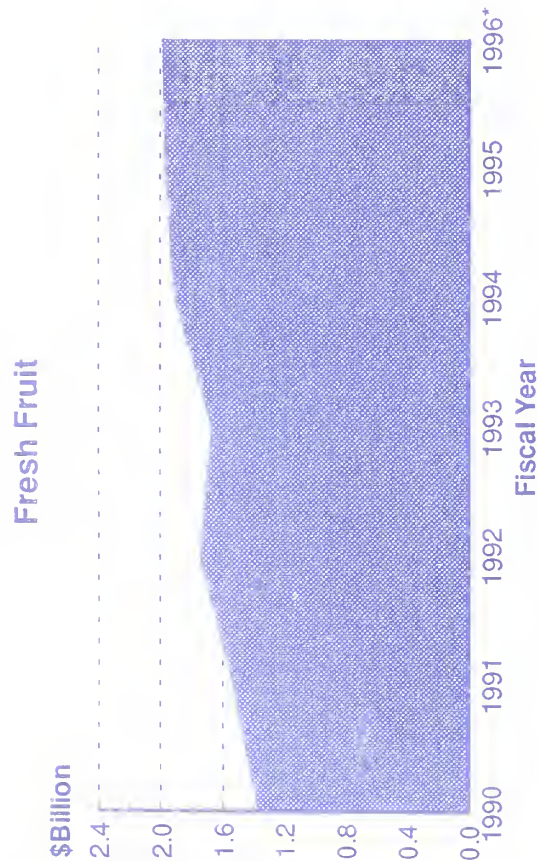


Top Five Markets



Notes: Percentages are computed as the change from 1994 to 1995. Countries are ranked from highest to lowest based on FY 1996 exports.

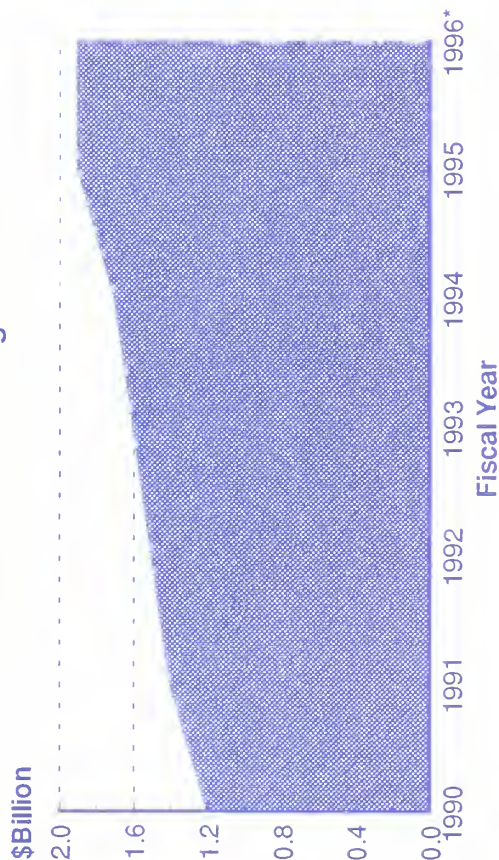
FY 1996 BICO Agriculture Trade Summary



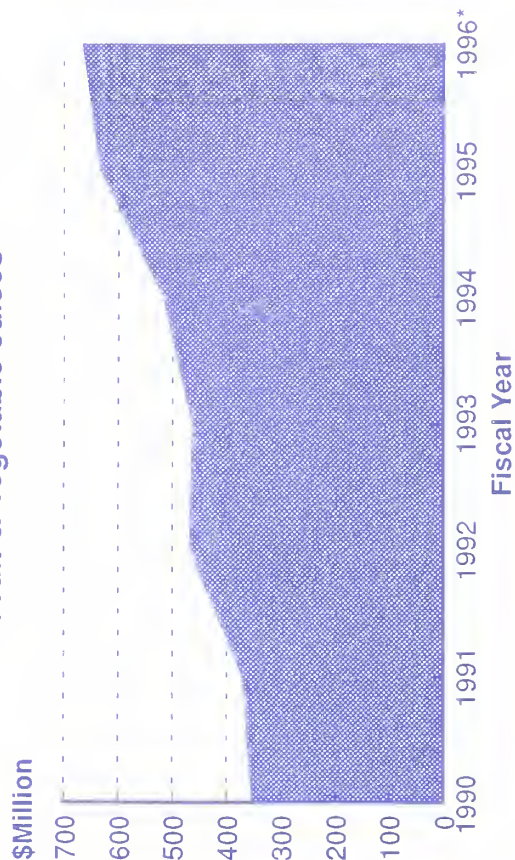
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FY 1996 BICO Agriculture Trade Summary

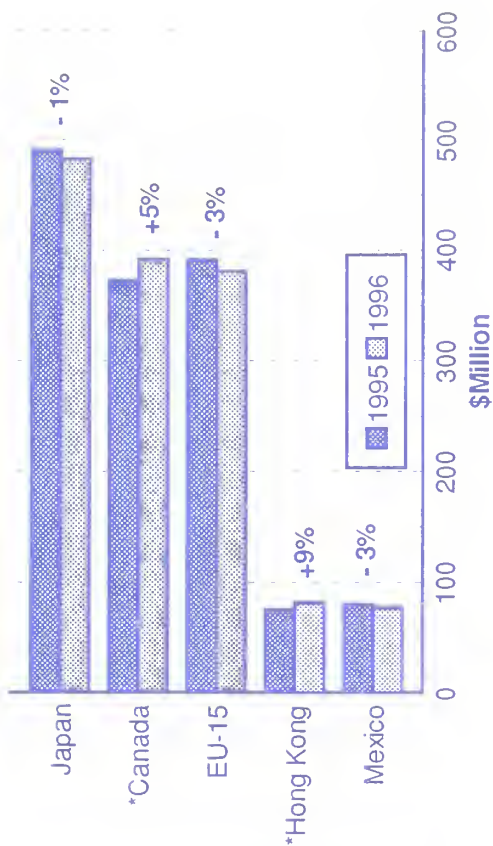
Processed Fruit & Vegetables



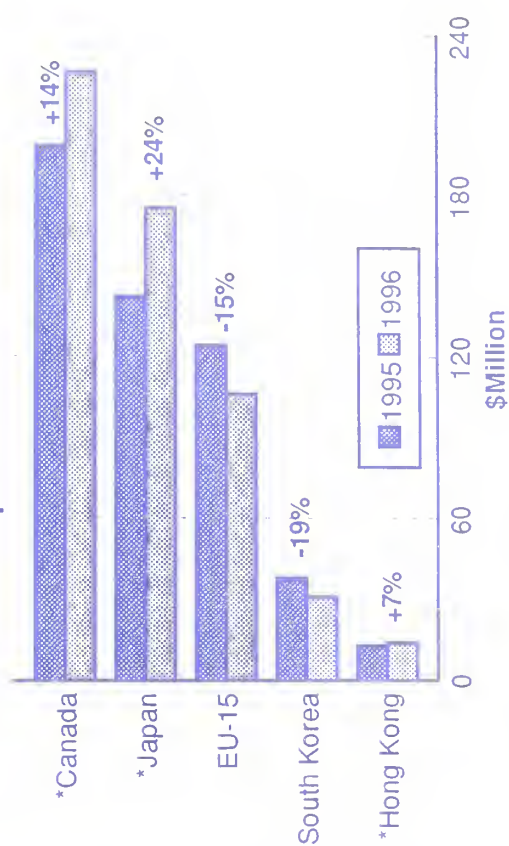
Fruit & Vegetable Juices



Top Five Markets

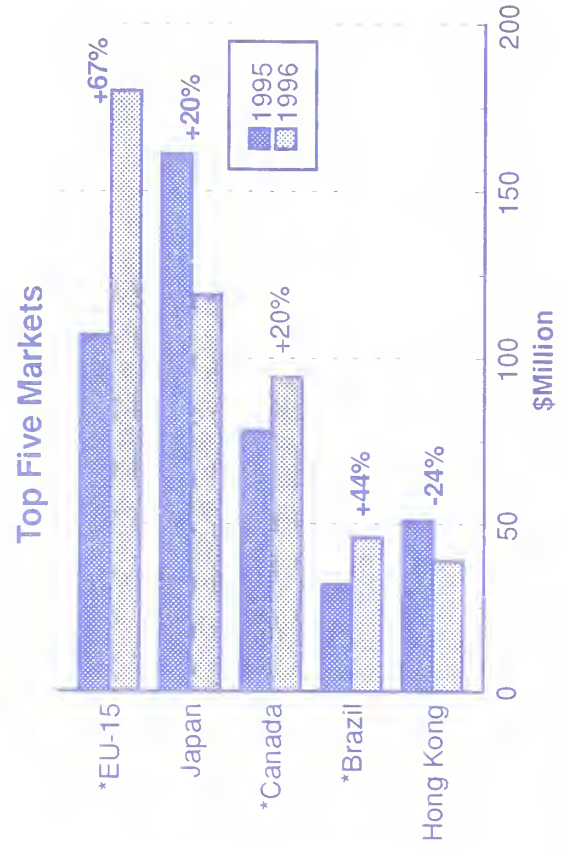
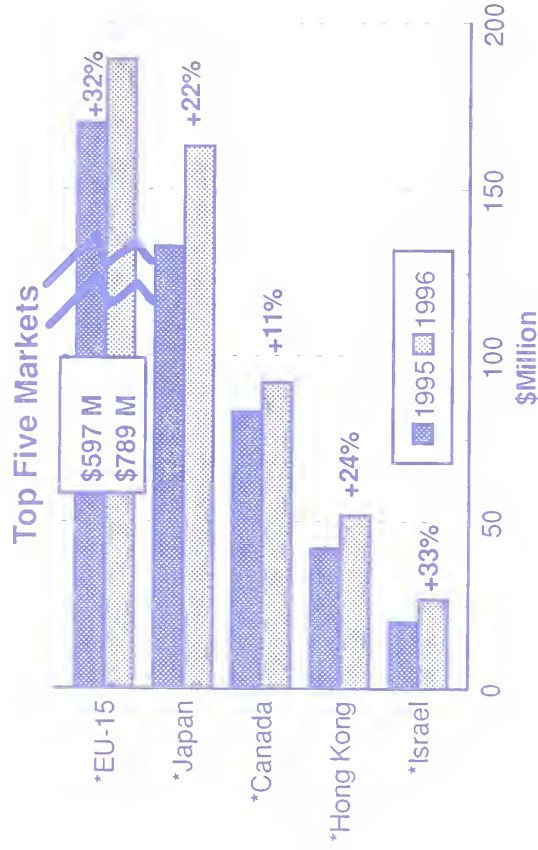
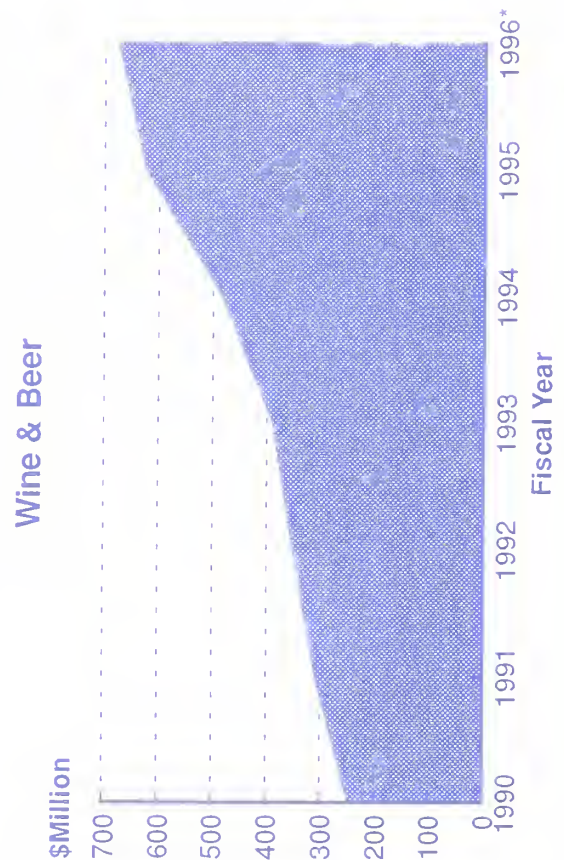
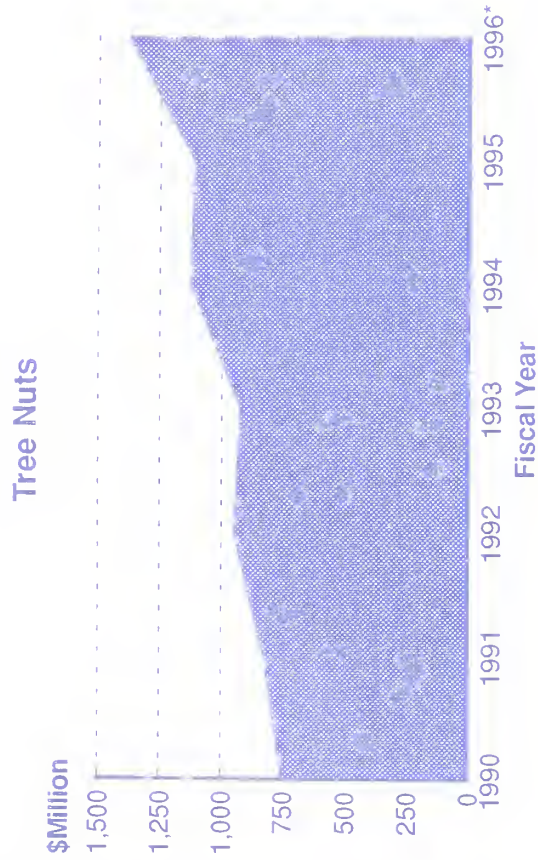


Top Five Markets



Notes: Percentages are computed as the change from 1994 to 1995. Countries are ranked from highest to lowest based on FY 1996 exports.

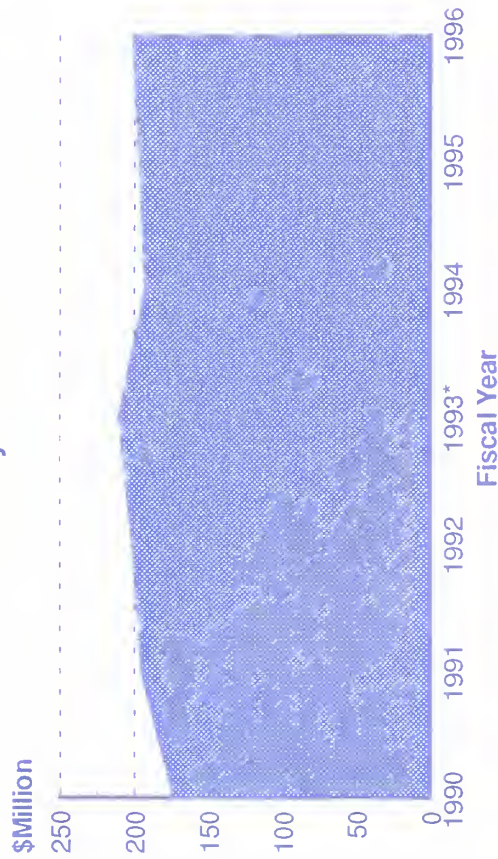
FY 1996 BICO Agriculture Trade Summary



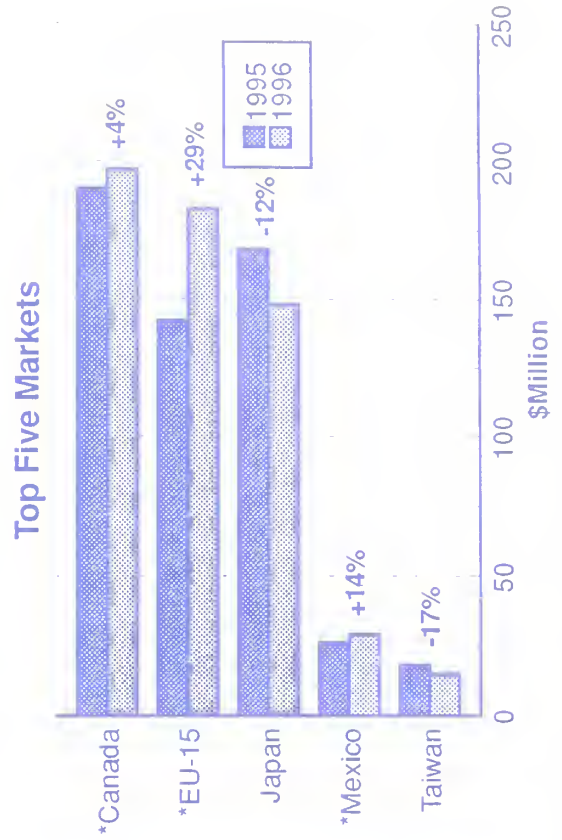
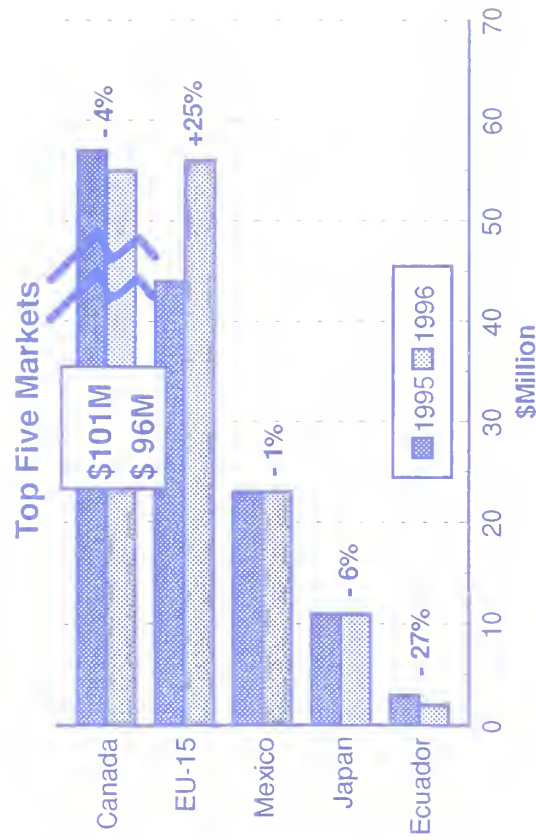
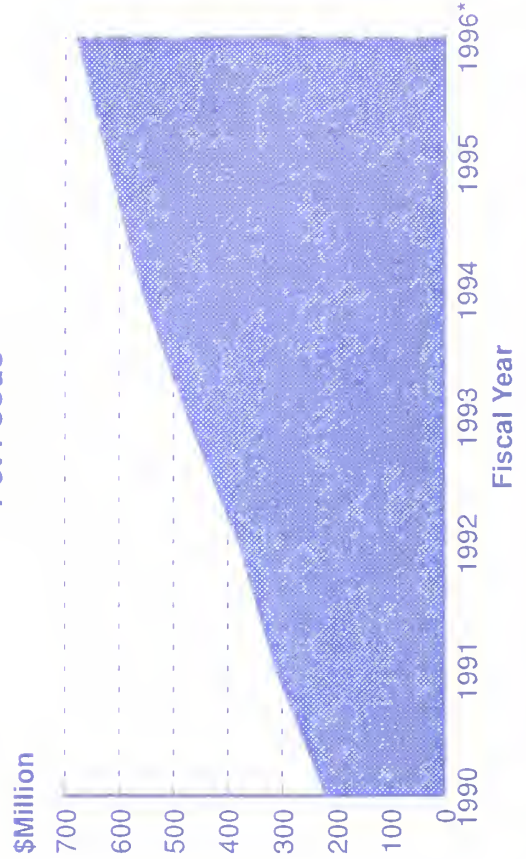
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FY 1996 BICO Agriculture Trade Summary

Nursery Products

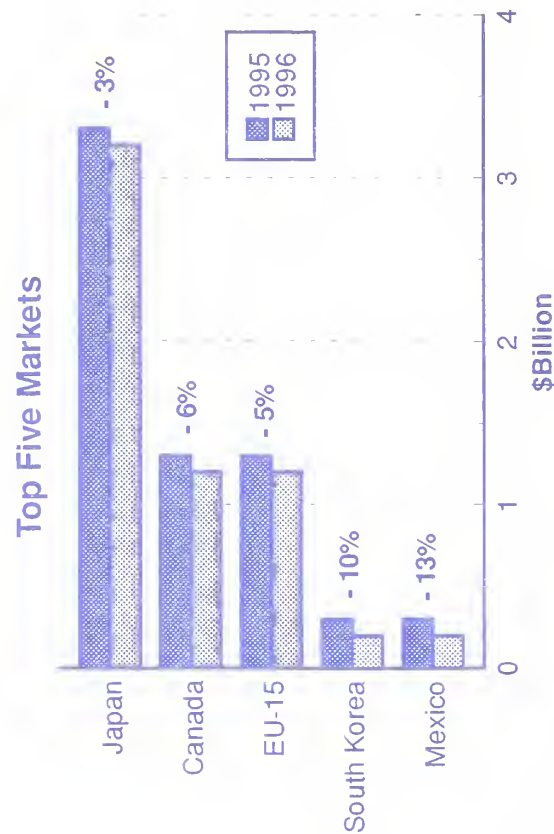
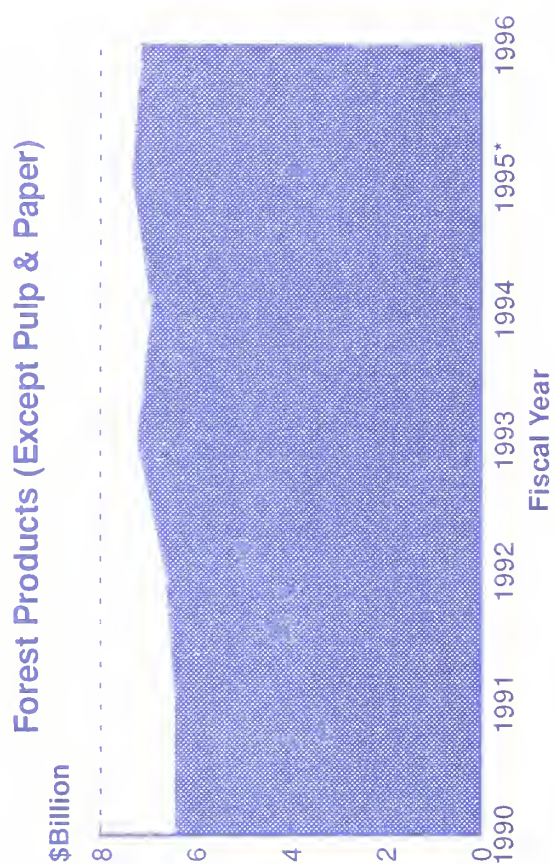
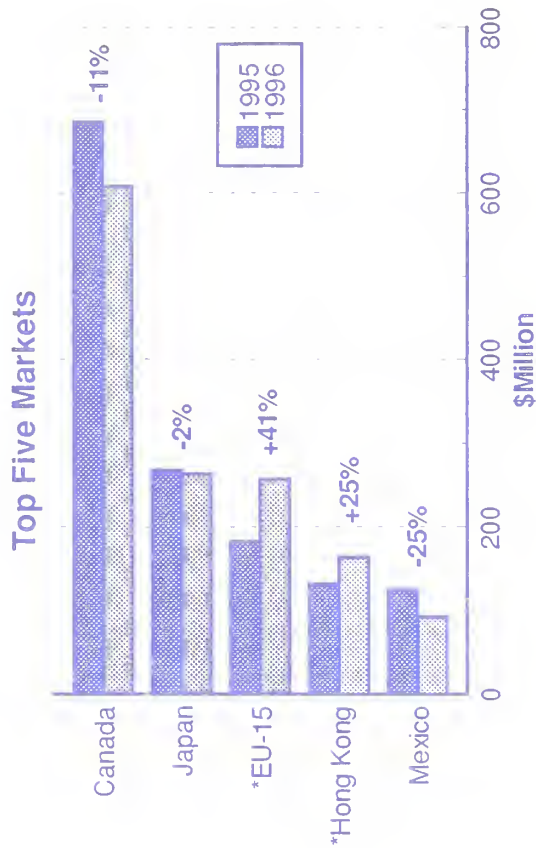
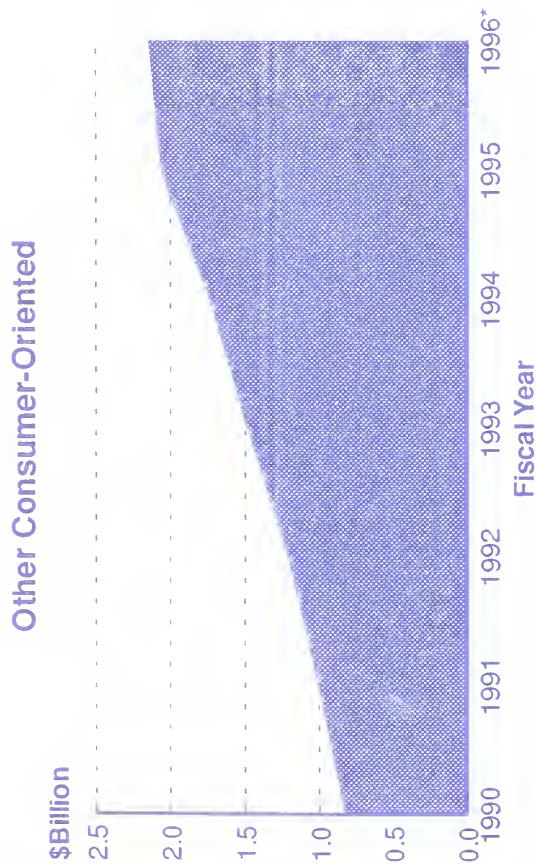


Pet Foods



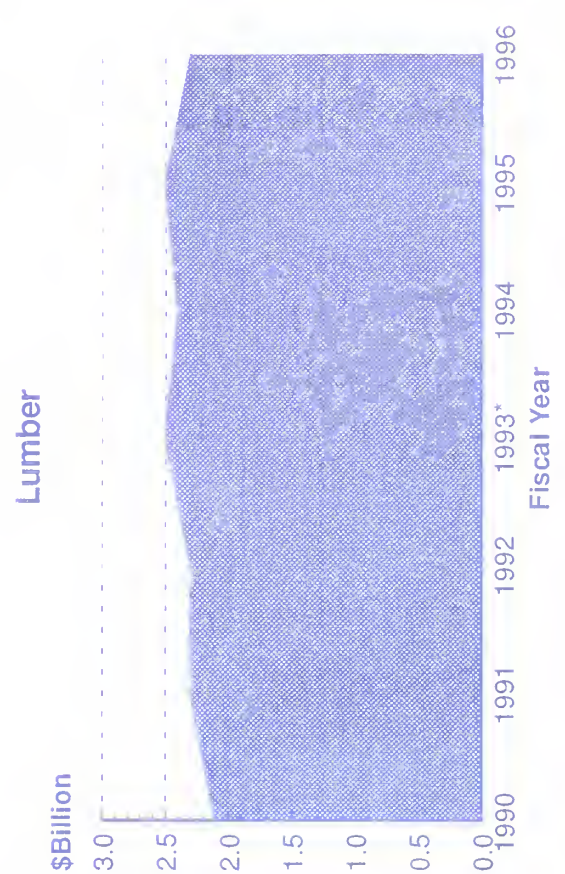
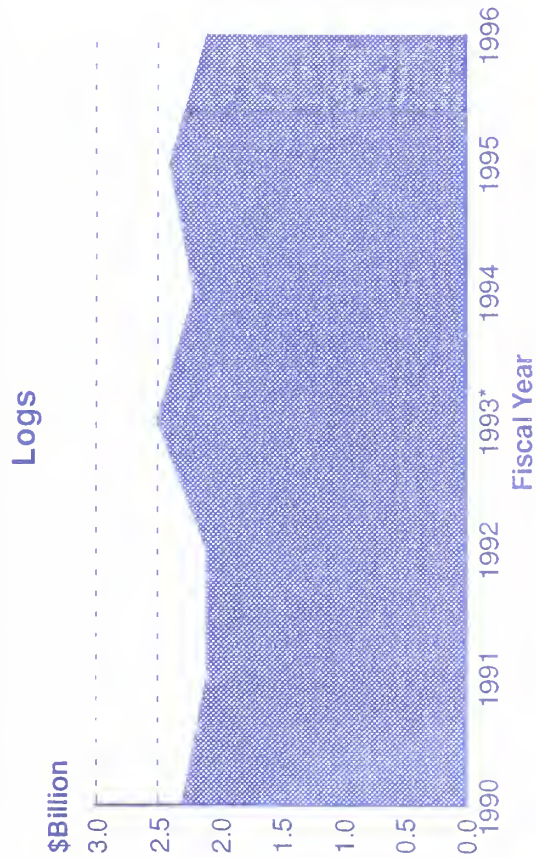
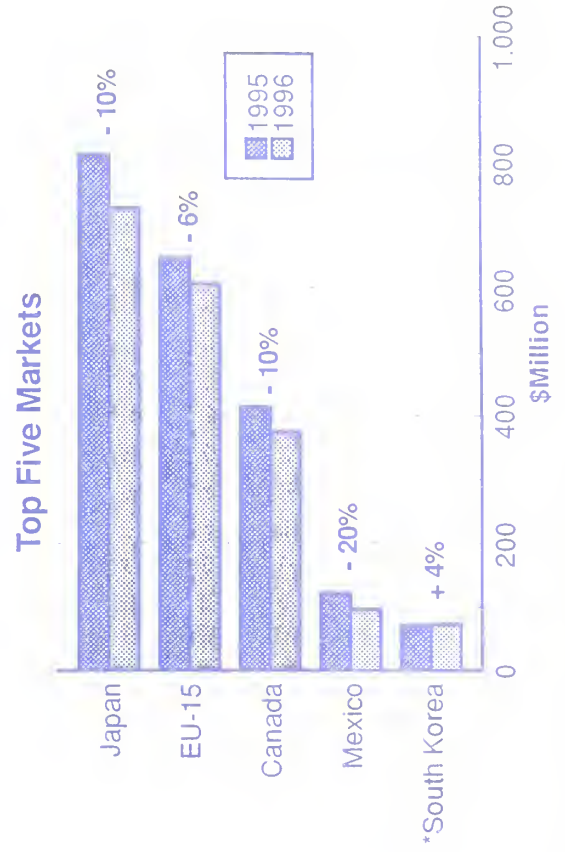
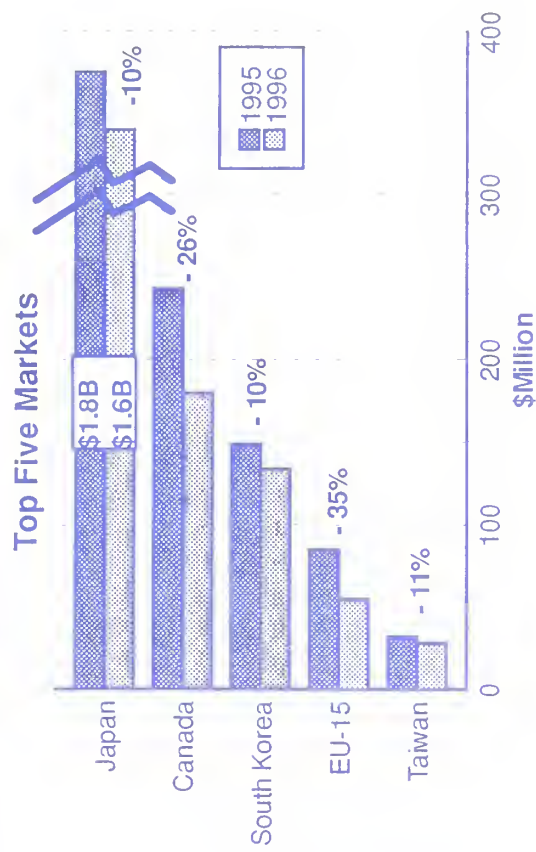
Notes: Percentages are computed as the change from 1994 to 1995. Countries are ranked from highest to lowest based on FY 1996 exports.

FY 1996 BICO Agriculture Trade Summary



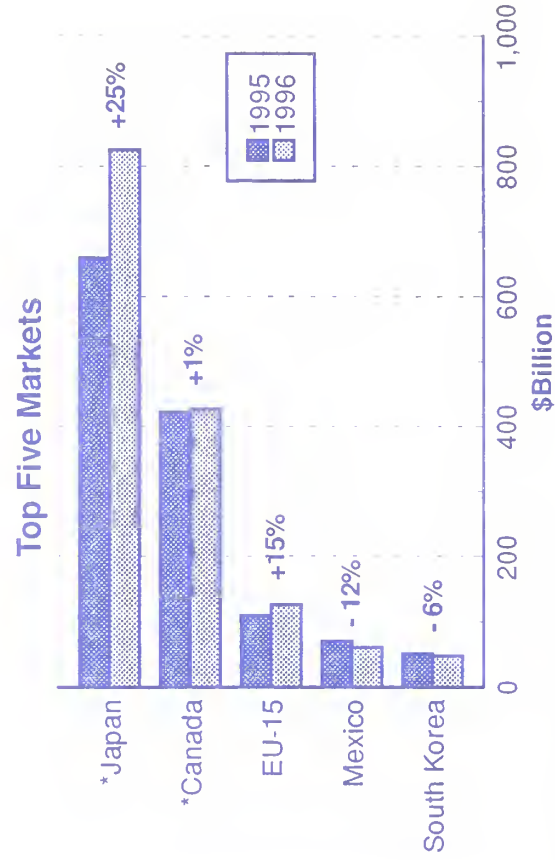
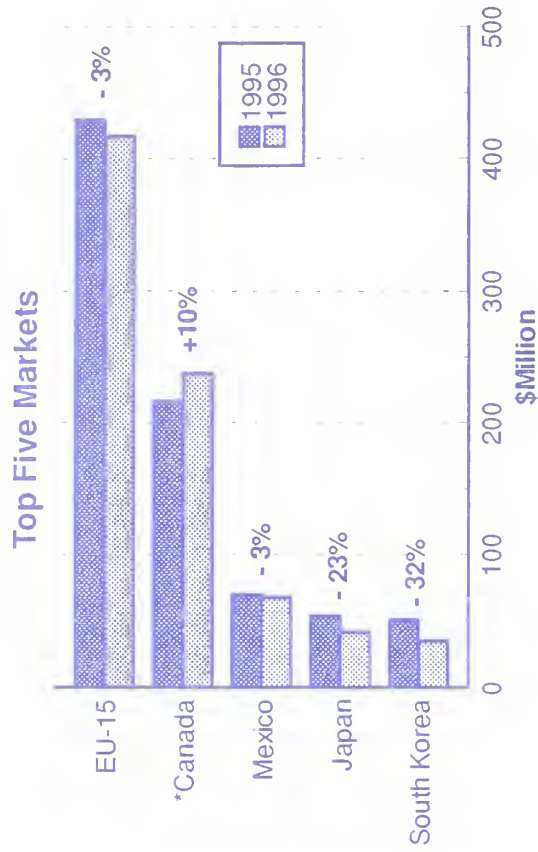
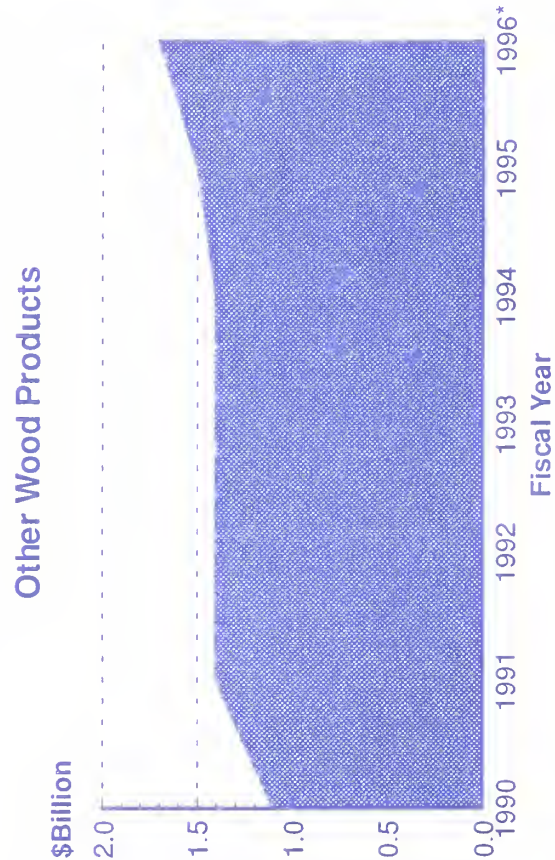
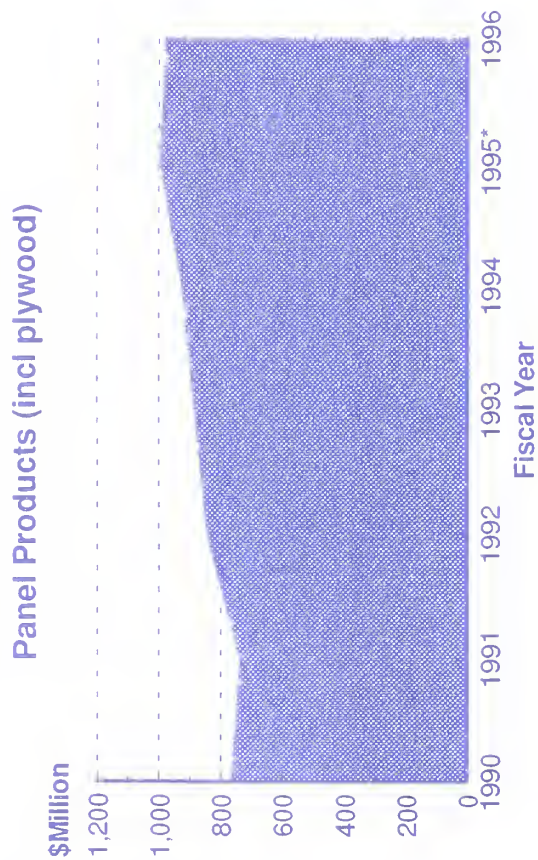
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FY 1996 BICO Agriculture Trade Summary



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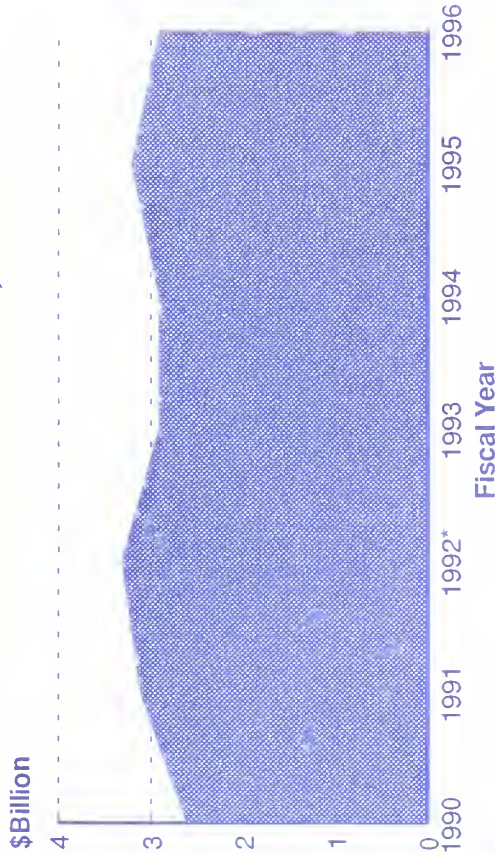
FY 1996 BICO Agriculture Trade Summary



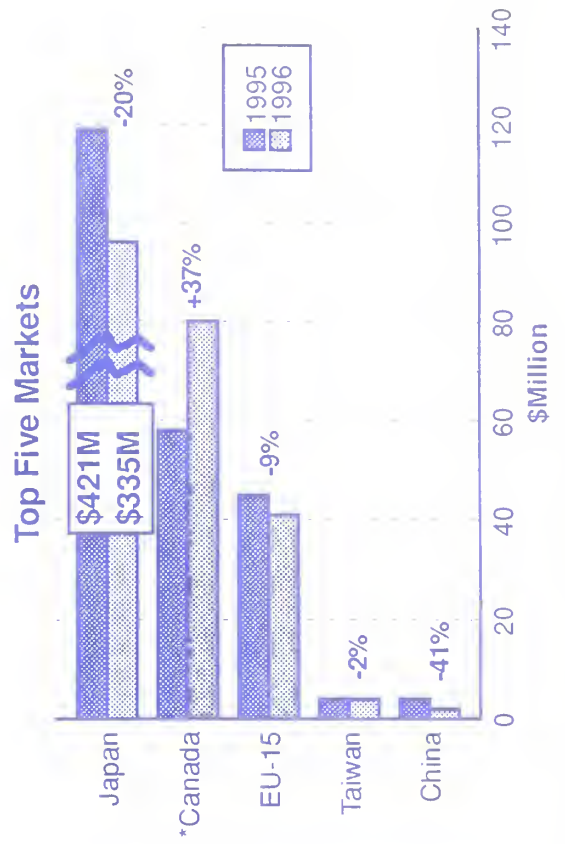
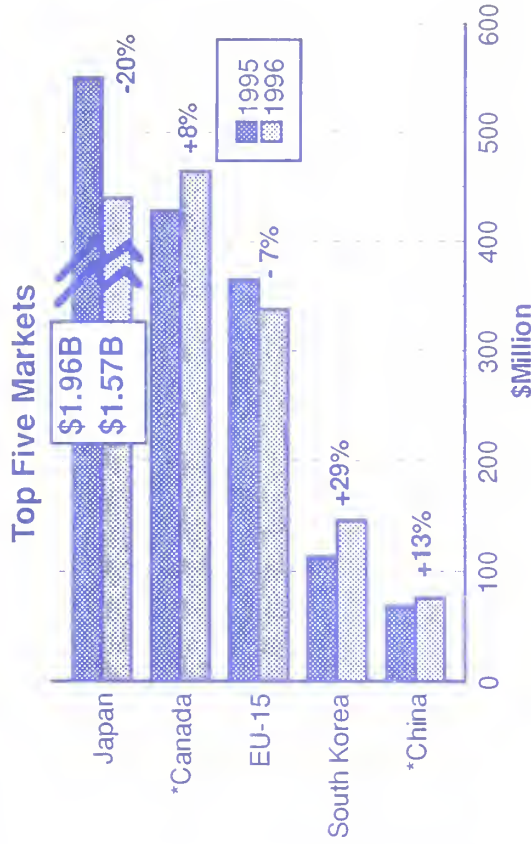
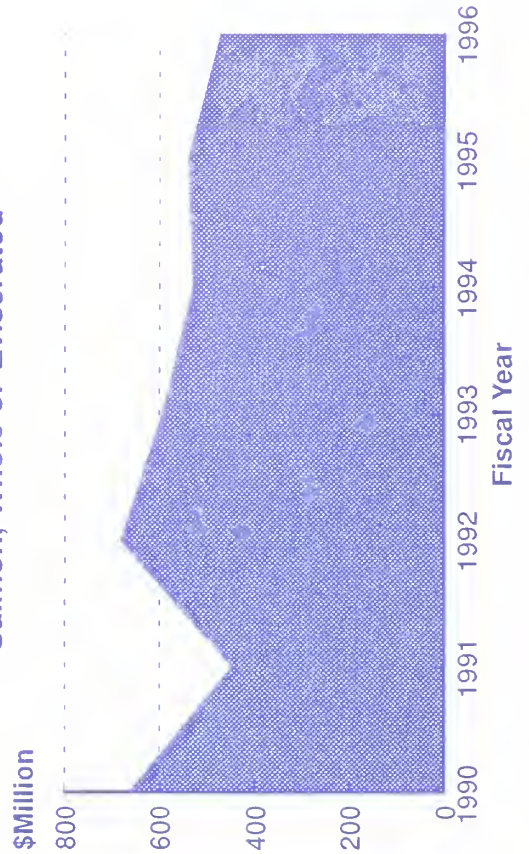
Notes: Percentages are computed as the change from 1994 to 1995. Countries are ranked from highest to lowest based on FY 1996 exports.

FY 1996 BICO Agriculture Trade Summary

Fish & Seafood Products, Edible

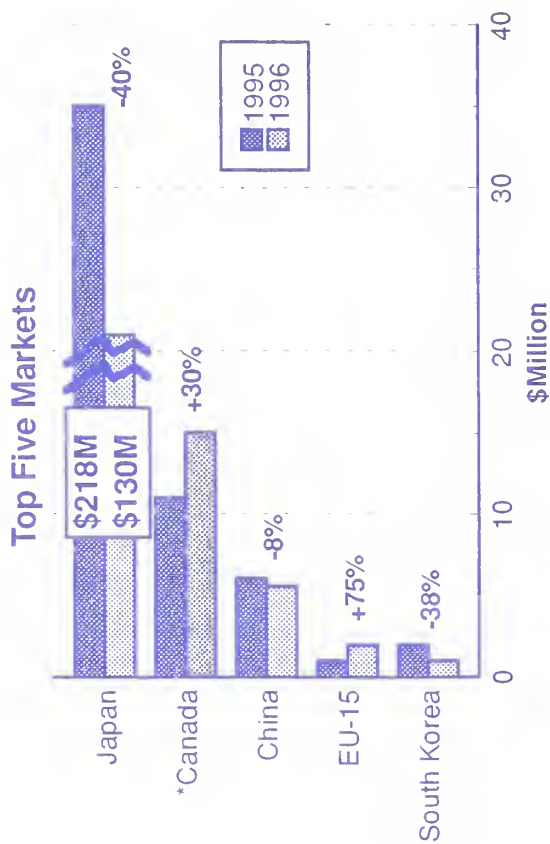
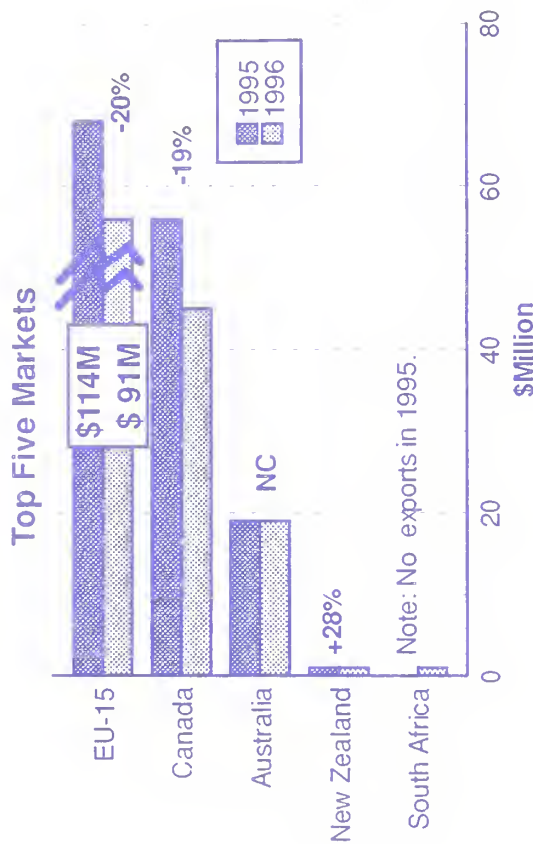
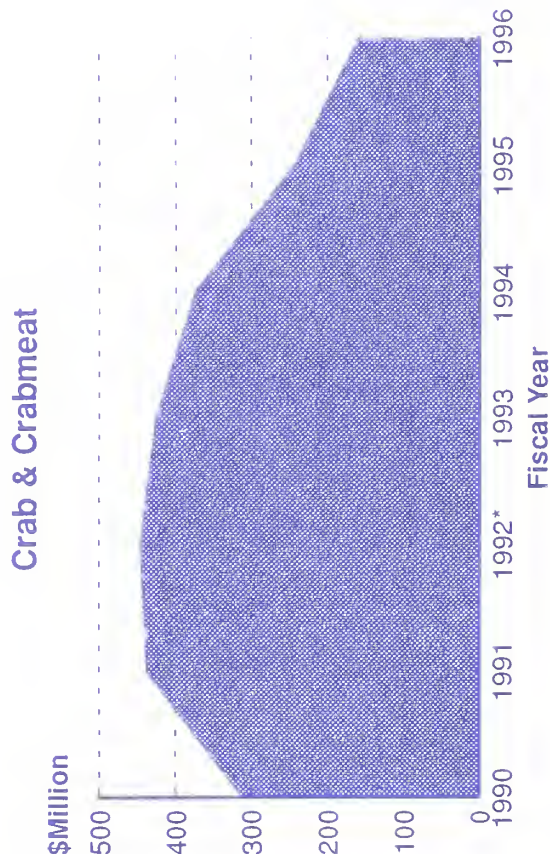
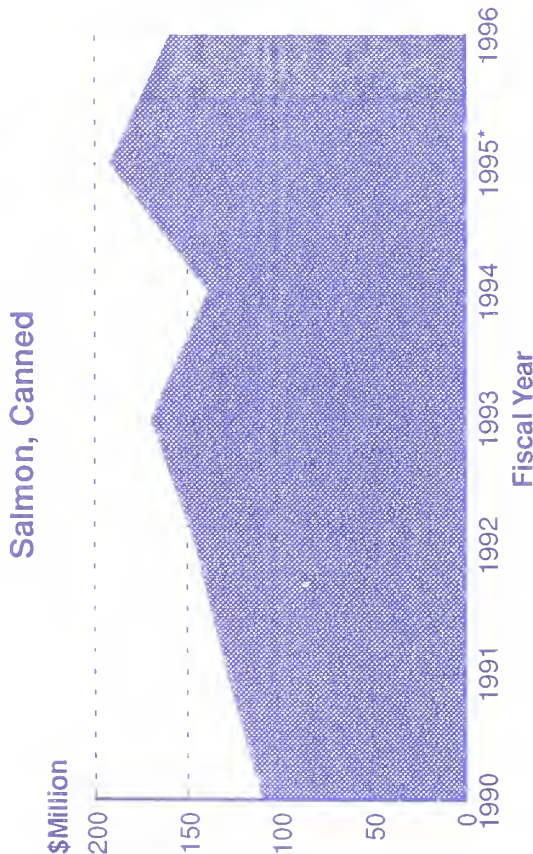


Salmon, Whole or Eviscerated



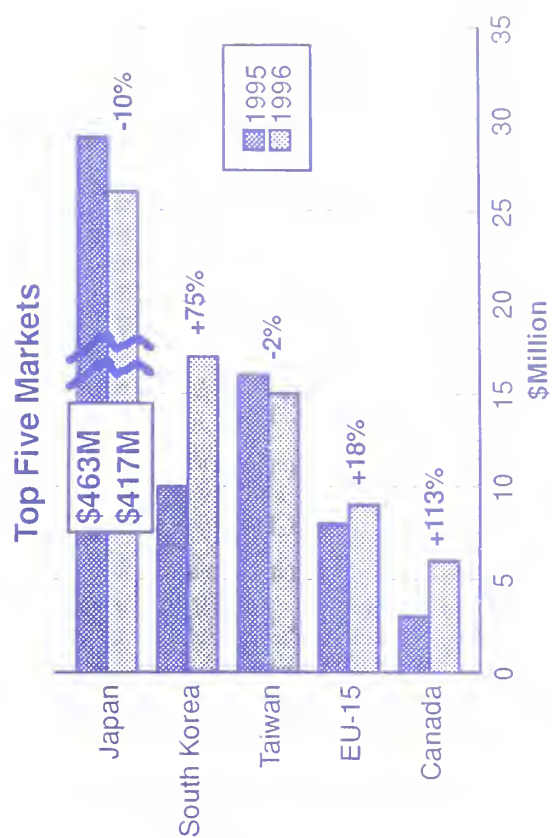
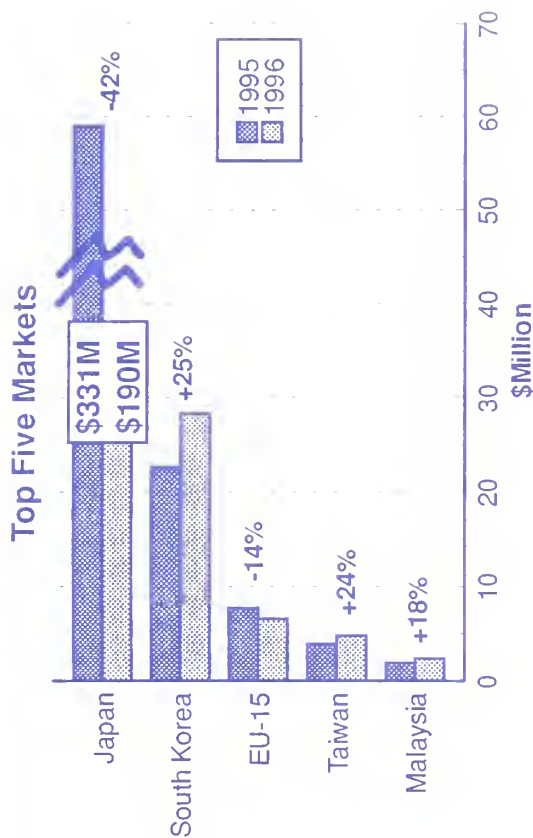
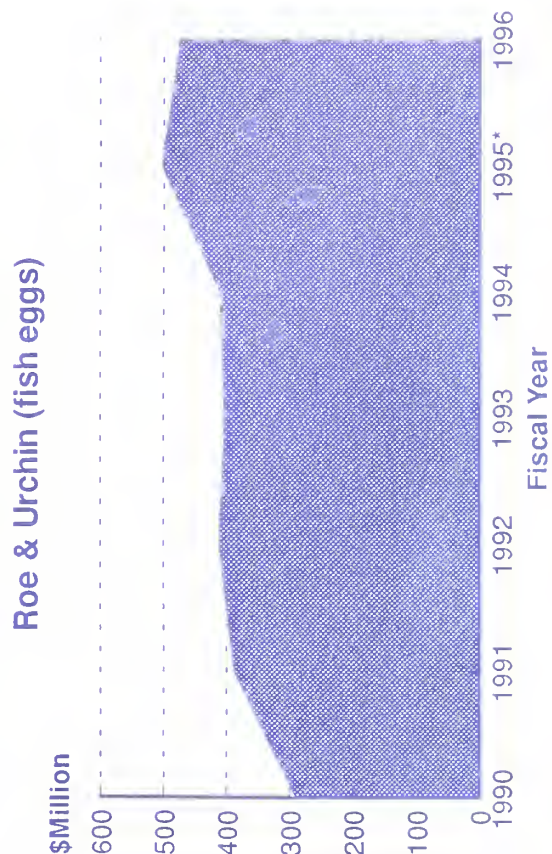
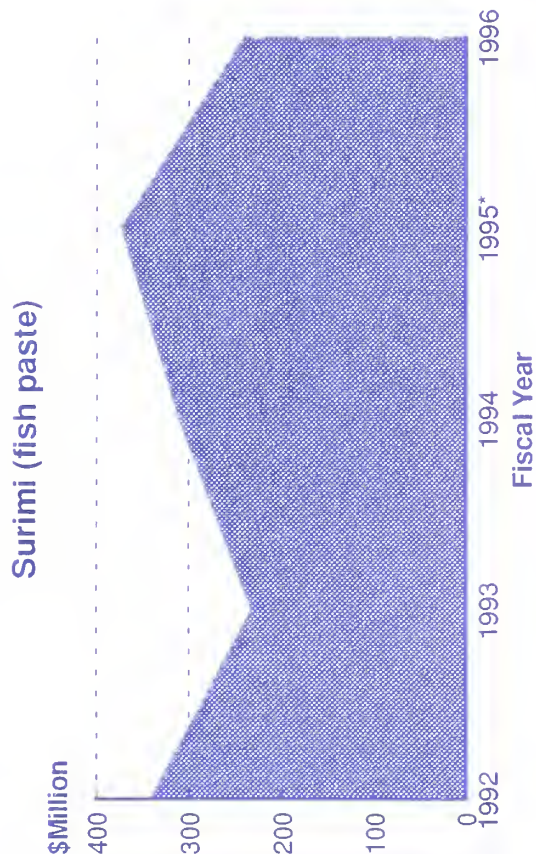
Notes: Percentages are computed as the change from 1995 to 1996. Countries are ranked from highest to lowest based on FY 1996 exports.

FY 1996 BICO Agriculture Trade Summary



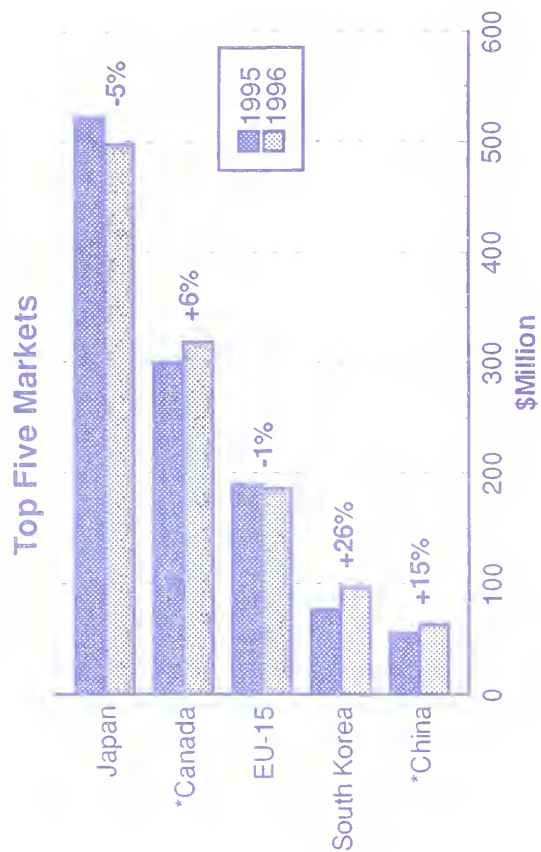
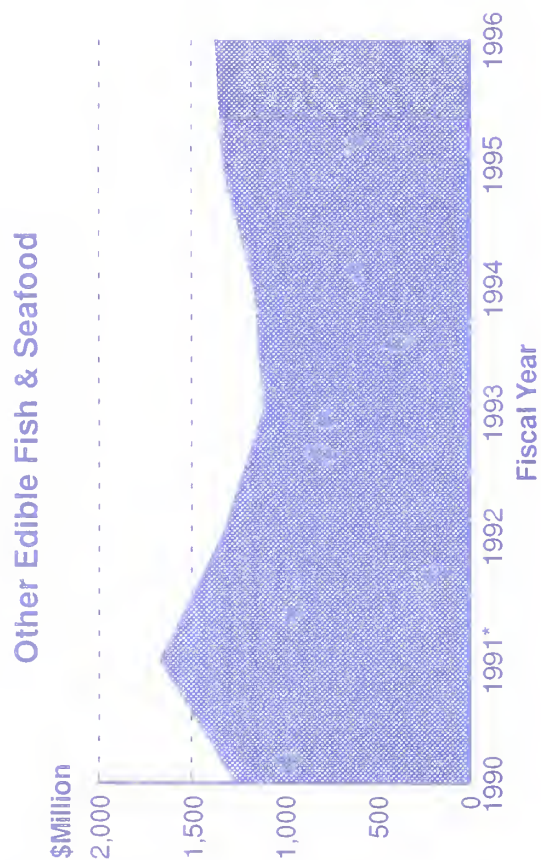
Notes: Percentages are computed as the change from 1995 to 1996. Countries are ranked from highest to lowest based on FY 1996 exports.

FY 1996 BICO Agriculture Trade Summary



Notes: Percentages are computed as the change from 1995 to 1996. Countries are ranked from highest to lowest based on FY 1996 exports.

FY 1996 BICO Agriculture Trade Summary



Notes: Percentages are computed as the change from 1995 to 1996. Countries are ranked from highest to lowest based on FY 1996 exports.

U.S. Exports of Agricultural, Fish & Forest Products by Major Group

Monthly and Annual Performance Indicators

Export Values	September		Chg	October-September		Chg	Fiscal Year		Chg
	1995	1996		FY '95	FY '96		1996	1997(f)	
	-- \$Billion --			-- \$Billion --			-- \$Billion --		
Grains and Feeds 1/	1.940	1.618	-17%	17.637	21.553	22%	21.553	16.4	-24%
Wheat & Flour	0.623	0.675	8%	5.201	7.032	35%	7.032	3.9	-45%
Rice	0.072	0.093	29%	1.050	1.004	-4%	1.004	0.9	-10%
Coarse Grains 2/	0.900	0.521	-42%	7.411	9.338	26%	9.338	7.3	-22%
Corn	0.810	0.437	-46%	6.619	8.369	26%	8.369	6.5	-22%
Feeds & Fodders	0.224	0.194	-13%	2.511	2.627	5%	2.627	2.7	3%
Oilseeds and Products	0.716	0.598	-16%	9.119	9.670	6%	9.670	9.8	1%
Soybeans	0.460	0.348	-24%	5.274	6.312	20%	6.312	6.4	1%
Soybean Cakes & Meals	0.081	0.104	28%	1.079	1.305	21%	1.305	1.3	-0%
Soybean Oil	0.024	0.016	-33%	0.809	0.272	-66%	0.272	0.4	47%
Other Vegetable Oils	0.050	0.063	26%	0.918	0.836	-9%	0.836	N/A	NA
Livestock Products	0.700	0.575	-18%	7.831	8.067	3%	8.067	8.7	8%
Beef, Pork & Variety Meats	0.386	0.278	-28%	4.038	4.343	8%	4.343	4.9	13%
Hides, Skins & Furs	0.150	0.138	-8%	1.738	1.677	-4%	1.677	1.7	1%
Poultry Products	0.193	0.241	25%	2.210	2.730	24%	2.730	3.0	10%
Poultry Meat	0.167	0.208	24%	1.867	2.353	26%	2.353	N/A	NA
Dairy Products	0.064	0.048	-26%	0.789	0.719	-9%	0.719	0.7	-3%
Unmanufactured Tobacco	0.075	0.091	22%	1.329	1.393	5%	1.393	1.4	1%
Cotton and Linters	0.101	0.067	-34%	3.496	3.028	-13%	3.028	2.1	-31%
Planting Seeds	0.045	0.050	11%	0.680	0.727	7%	0.727	0.8	10%
Horticultural Products	0.720	0.877	22%	9.657	10.029	4%	10.029	10.5	5%
Sugar & Tropical Products	0.173	0.168	-3%	1.912	1.888	-1%	1.888	2.0	6%
Forest Products 4/	0.558	0.614	10%	7.335	7.060	-4%	7.060	N/A	N/A
Fish and Seafood Products 4/	0.369	0.244	-34%	3.172	2.867	-10%	2.867	N/A	N/A
Total Agriculture	4.727	4.333	-8%	54.629	59.795	9%	59.795	55.5	-7%
Total Ag., Fish & Forest	5.653	5.191	-8%	65.136	69.722	7%	69.722	N/A	N/A

Export Volumes	---- MMT----		Chg	---- MMT----		Chg	---- MMT----		Chg
Grains and Feeds 1/	12.220	7.777	-36%	118.626	110.130	-7%	110.130	N/A	NA
Wheat	3.519	3.399	-3%	32.094	33.716	5%	33.716	21.5	-36%
Wheat Flour	0.044	0.059	33%	1.184	0.470	-60%	0.470	0.5	6%
Rice	0.216	0.251	17%	3.767	2.831	-25%	2.831	2.3	-19%
Coarse Grains 2/	7.062	3.073	-56%	65.670	58.656	-11%	58.656	56.0	-5%
Corn	6.357	2.543	-60%	58.645	52.681	-10%	52.681	49.5	-6%
Feeds & Fodders	1.188	0.808	-32%	13.483	12.065	-11%	12.065	12.8	6%
Oilseeds and Products	2.552	1.707	-33%	34.050	30.759	-10%	30.759	32.7	6%
Soybeans	1.925	1.132	-41%	23.584	22.372	-5%	22.372	23.7	6%
Soybean Cakes & Meals	0.418	0.392	-6%	6.094	5.445	-11%	5.445	5.7	5%
Soybean Oil	0.036	0.026	-29%	1.216	0.450	-63%	0.450	0.8	78%
Other Vegetable Oils	0.069	0.087	26%	1.281	1.146	-11%	1.146	N/A	NA
Livestock Products 3/	0.306	0.226	-26%	3.688	3.791	3%	3.791	N/A	NA
Beef, Pork & Variety Meats	0.117	0.097	-17%	1.256	1.410	12%	1.410	1.5	6%
Poultry Products 3/	0.167	0.190	14%	1.943	2.383	23%	2.383	N/A	NA
Poultry Meat	0.163	0.184	13%	1.901	2.330	23%	2.330	2.6	12%
Dairy Products 3/	0.037	0.026	-30%	0.440	0.445	1%	0.445	N/A	NA
Unmanufactured Tobacco	0.011	0.013	13%	0.197	0.218	11%	0.218	N/A	NA
Cotton & Linters	0.058	0.041	-29%	2.068	1.703	-18%	1.703	1.4	-18%
Planting Seeds	0.084	0.055	-34%	0.541	0.665	23%	0.665	N/A	NA
Horticultural Products 3/	0.489	0.543	11%	7.041	7.139	1%	7.139	7.5	5%
Sugar & Tropical Products 3/	0.080	0.098	23%	1.104	1.156	5%	1.156	N/A	NA
Total Agriculture 3/	16.003	10.676	-33%	169.683	158.372	-7%	158.372	146.7	-7%

Notes: 1/ Includes pulses, corn gluten feed and meal; 2/ includes corn, oats, barley, rye and sorghum; 3/ includes only those items measured in metric tons; 4/ items not included in agricultural product totals. N/A = not available.

FY 1997 forecasts (f) are based on USDA's "Outlook for Agricultural Exports," published December 4, 1996.

U.S. Agricultural Export Value by Region

Monthly and Annual Performance Indicators

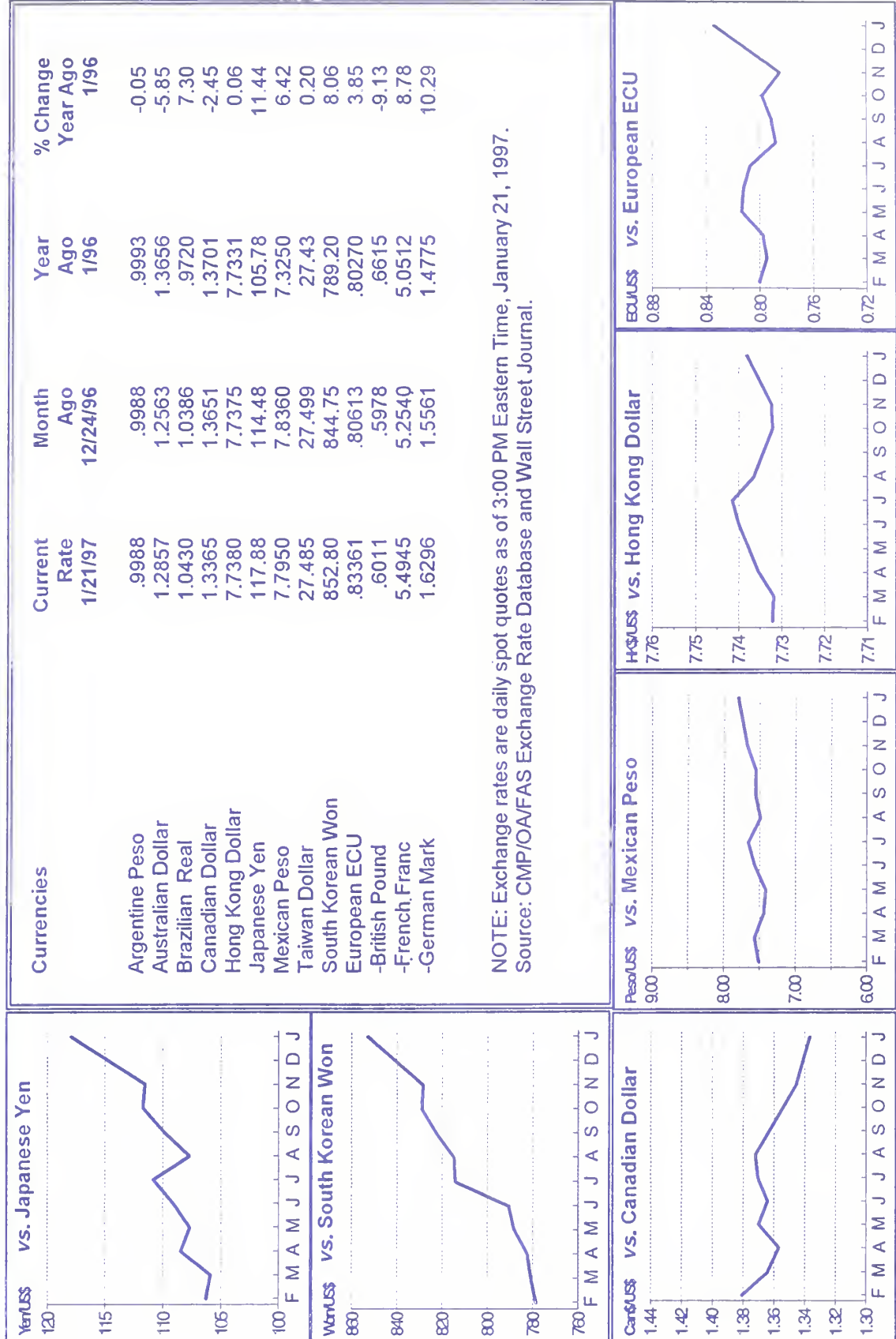
	September			October-September			Fiscal Year		
	1995	1996	Chg	FY '95	FY '96	Chg	1996	1997(f)	Chg
	-- \$Billion --	-- \$Billion --		-- \$Billion --	-- \$Billion --		-- \$Billion --	-- \$Billion --	
Western Europe	0.703	0.665	-5%	8.606	9.235	7%	9.235	9.1	-1%
European Union 1/	0.657	0.637	-3%	8.256	8.874	7%	8.874	8.8	-1%
Other Western Europe	0.046	0.028	-39%	0.350	0.361	3%	0.361	0.3	-17%
Central & Eastern Europe	0.024	0.043	81%	0.283	0.398	41%	0.398	0.4	0%
Former Soviet Union	0.109	0.120	10%	1.158	1.649	42%	1.649	1.9	15%
Russian Federation	0.076	0.099	30%	0.911	1.234	35%	1.234	1.5	22%
Asia	2.133	1.671	-22%	23.979	25.726	7%	25.726	23.8	-7%
Japan	0.899	0.759	-16%	10.447	11.683	12%	11.683	11.5	-2%
China	0.185	0.050	-73%	2.413	1.815	-25%	1.815	1.4	-23%
Other East Asia	0.704	0.577	-18%	7.562	8.142	8%	8.142	7.4	-9%
Taiwan	0.241	0.192	-20%	2.552	2.921	14%	2.921	2.6	-11%
South Korea	0.341	0.251	-26%	3.576	3.705	4%	3.705	3.2	-14%
Hong Kong	0.122	0.134	10%	1.425	1.515	6%	1.515	1.6	6%
Other Asia	0.345	0.286	-17%	3.558	4.086	15%	4.086	3.5	-14%
Pakistan	0.038	0.056	45%	0.389	0.394	1%	0.394	0.3	-24%
Philippines	0.068	0.075	10%	0.675	0.893	32%	0.893	0.7	-22%
Middle East	0.178	0.188	6%	2.404	2.533	5%	2.533	2.1	-17%
Israel	0.025	0.040	60%	0.452	0.624	38%	0.624	0.5	-20%
Saudi Arabia	0.051	0.041	-20%	0.479	0.578	21%	0.578	2.3	298%
Africa	0.224	0.264	18%	2.806	2.948	5%	2.948	2.3	-22%
North Africa	0.146	0.198	36%	1.972	2.070	5%	2.070	1.5	-28%
Egypt	0.114	0.156	37%	1.294	1.417	10%	1.417	1.0	-29%
Algeria	0.006	0.024	293%	0.440	0.313	-29%	0.313	0.3	-4%
Sub-Saharan Africa	0.078	0.065	-16%	0.833	0.878	5%	0.878	0.8	-9%
Latin America	0.748	0.769	3%	8.101	9.855	22%	9.855	9.4	-5%
Mexico	0.346	0.354	2%	3.700	4.994	35%	4.994	5.1	2%
Other Latin America	0.402	0.415	3%	4.401	4.860	10%	4.860	4.3	-12%
Brazil	0.045	0.055	22%	0.638	0.570	-11%	0.570	0.5	-12%
Venezuela	0.041	0.028	-33%	0.493	0.443	-10%	0.443	0.4	-10%
Canada	0.471	0.517	10%	5.830	5.911	1%	5.911	6.1	3%
Oceania	0.051	0.049	-4%	0.563	0.469	-17%	0.469	0.4	-15%
World Total	4.727	4.333	-8%	54.629	59.795	9%	59.795	55.5	-7%

Note: 1/ EU-15 includes the newest member states of Austria, Finland and Sweden.

FY 1997 forecasts (f) are based on USDA's "Outlook for U.S. Agricultural Exports," published December 4, 1996.

Value Of U.S. Dollar Against Major World Currencies

Daily Spot Quotations & Monthly Averages



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- customize your product for foreign consumers.
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